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MERCHANDISE
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MOVING AND STORAGE OF
HOUSEHOLD GOODS

Vol. XVIII, No. 1

New York, N.Y.

March 1919



The Road to Prosperity

May 1919 find it crowded with your trucks.

May none skid.

May every bridge be strong and every culvert high.



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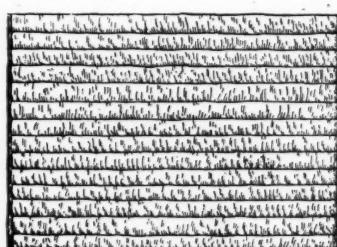
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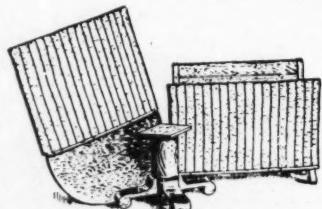
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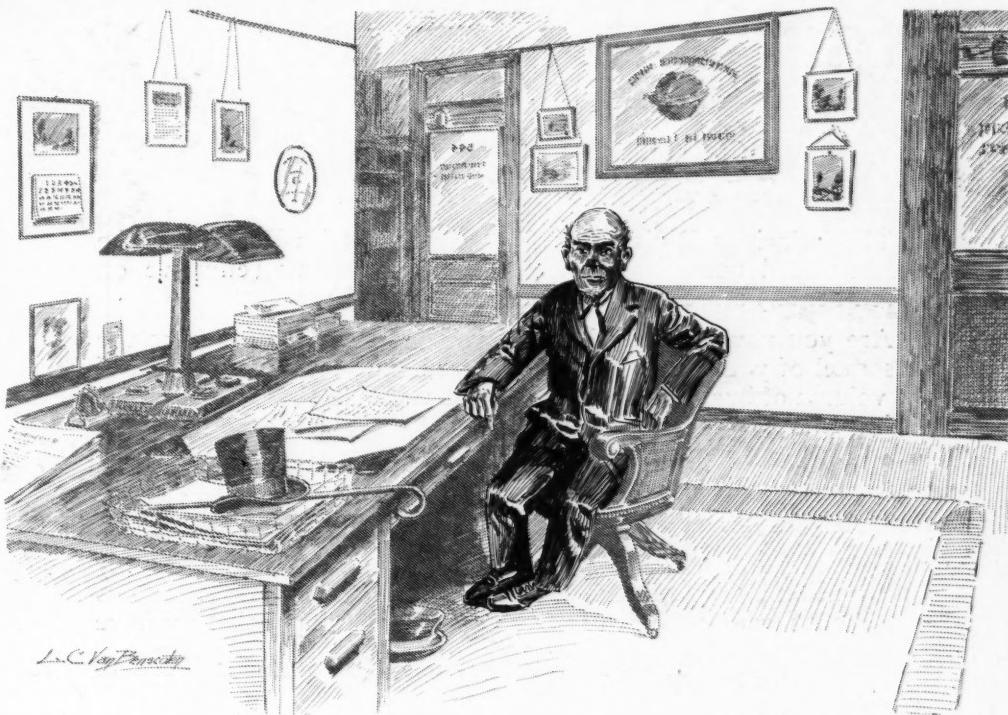
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Editorial, advertising, circulation

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Bill O'Laden, Traffic Expert Solves Inthricate Shippin' Pr-roblems

SURE 'tis here I do be wurrukin on me second pa-aper on "Solvin' Th' Shippin' Pr-roblem by Shippin' Methods Which Save an' Satisfy," an' likewise me second day as a Traffic Expert, with a peg f'r to hang me hat on, an' an iligent desk f'r to put me feet on. 'Tis me as will not risk me hat on a peg, nor me feet on me desk. Sure me hat will be safer on top iv me desk, an' me feet on th' floor. 'Tis I had me shoes shined th' mornin', an' I'll take no risk iv marrin' th' polish, anny more than ye wil iv marrin' the polish iv ye'er furniture if ye'er ship it by th' Trans-Continental Freight Company.

Inthricate? Sure th' Shippin' business is that th' day. Be Gob, ol' Brigham Young nivir had to kape more things in mind whin he went shoppin' f'r his wives. Th' big point f'r to kape in mind, however, if ye are after th' service which saves an' satisfies, is simple—turn y'r goods over to th' Trans-Continental Freight Company. Get that r-right, 'twill save ye trouble.

When Adam an' Eve decided to move out iv th' Garden iv Eden, did they waste time a movin'

their household goods? They did not; then why do so y'rself? Th' wurrl'd do move, an' what was called good shippin' methods twenty-year ago, th' day, do be like Mike Murphy's St. Patrick's Day hat—out iv date. Twenty-year ago there be several methods iv shippin' household goods—some r-right, some wrromg. Won year later there be nawthin' but won satisfactory way. Why? Well, 'tis nineteen year ago Th' Trans-Continental Freight Company started its great wurruk, dhraw y'r own conclusion.

Ye can also dhraw y'r check f'r a smaller sum to cover y'r movin' expenses if ye will but call up Central in any iv th' cities given below, an' ask her to connect ye with th' Trans-Continental Freight Co. Faith, Central will put ye in touch with shippin' methods which save an satisfy quicker thin anny one I know. True there do be another way—write instead iv 'phone—'tis slower, but niver mind, f'r ye will save plenty iv time—money too Be Gob, by forwardin' y'r goods by Th' Trans-Continental Freight Company Consolidated Car Service.

*That idea of Bill's to 'phone us when you have household goods to ship is a good one.
Another good plan is to write for our book on Quick Time, Low Cost Shipping Methods.*

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GENERAL OFFICE, 203 DEARBORN STREET, CHICAGO

Union Trust Building, Cincinnati
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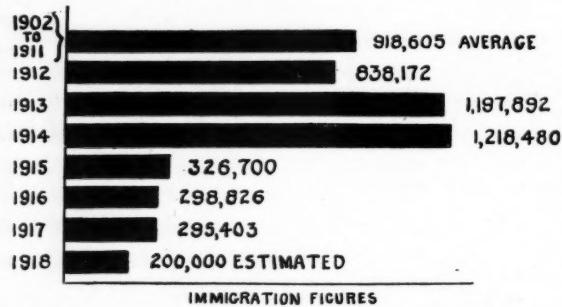
No Standing Room For a Pessimist

The Priorities Division of the War Industries Board is to be congratulated upon its quick action in removing (effective on November 22) all restrictions affecting general business.

Are you now organized or are you preparing to organize the personnel of your enterprise so that you can secure your share of the volume of business that will be transacted in the United States during 1919?

There is no doubt that all of the labor available throughout the United States will be employed at good wages. This automatically stabilizes business.

The chart below speaks for itself and shows how materially immigration increased our labor supply from 1902 to 1914. It also brings out forcibly the yearly loss to our labor supply that we have had to contend with since 1914, and it is reasonable to suppose that no European country for some years will permit any large amount of emigration.



We still have some four million men in the service of the Army and Navy, for whom we must produce food and clothing. Unquestionably, it will be a long period of time before more than two and a half million of these men will be released to resume productive occupations.

The quantity of food and other supplies which we furnished the European countries prior to 1914 was small compared with what it is now our duty to provide.

A great big volume of business will be transacted throughout the United States during 1919 and the years to come. To take care of this we are confident that labor will quickly return to peace-time occupations and that there will be an extensive use of modern machinery in every line of endeavor.

The Autocar Company

Established 1897

Ardmore, Pa.

Nov. 23, 1918

Manufacturers of The Autocar Motor Truck

TRANSFER & STORAGE

Established in 1902 as The Team Owners' Review

Published Monthly by the
Transfer and Storage Publishing Corporation
U. P. C. Building
239 West 39th Street, New York City

Officers

Willis D. Leet, President

F. V. Clark, Vice Pres. and Gen. Mgr.

A. B. Swetland, Secretary

E. M. Corey, Treasurer

F. C. Hahnel, Editor

Chicago Office, Mallers Building

Subscription Rates

United States and Canada.....	\$2.00 per year
Foreign Countries	\$3.00 per year
Single Copies	\$.20 each

Advertisements

Changes in copy for advertisements in the next issue to be in the office of publication not later than 10 days before date of publication.

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Service—Maximum Cost—Minimum

These two vital considerations have been the governing factors in the conduct of our business in the past, and will continue to be our guiding principle for the future in connection with shipments of

Household Goods and Automobiles

Our list of

Satisfied Patrons

is a large one, and is regarded by us as our greatest asset.

May we not, therefore, with propriety, reiterate that Warehousemen will find it to their advantage to become even more closely identified with us in the future than they have in the past?

We thank our friends for the many favors shown us during the past year, and sincerely wish all of them a

Happy and Prosperous New Year

For information write nearest office

Judson Freight Forwarding Co.



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3½-ton Federal in service for the Blue Line Transfer Company. Read the splendid record made by this truck.

Federal replacing 19 men and 18 horses!

Twenty-two tons of slate were heaped on the loading platforms of the Maryland & Pennsylvania Railroad in Baltimore.

The shipment was consigned to the Western Cemetery, located several miles from the station.

In six trips, lasting 7½ hours in all, the sturdy 3½ ton Federal Truck of the Blue Line Transfer Co. took it there. That's Federal!

Performing, with two men, a task that would have required nine wagons with two men and two horses each to accomplish.

And that's why the Blue Line Transfer Company, handling all the haulage for the Baltimore & Ohio Railroad, have recently replaced a number of teams with two 3½ ton Federal Trucks.

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One to Five Ton Capacities

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TRANSFER & STORAGE

PUBLISHED MONTHLY

Entered as Second Class Matter, January 29, 1916, at the Post Office at
New York, New York, under the Act of March 3, 1879



Volume XVIII

NEW YORK, JANUARY, 1919

No. 1

Standardized Basis for Rate Making Adopted by Warehousemen

Members of American Warehousemen's Association Pass Many Resolutions for Better Business Methods at New York Meeting

Outstanding Features of American Warehousemen's Convention

RESOLUTION passed at general meeting to investigate the advisability of establishing a central bureau of information on which members who adopt standardization of basis of rate making can draw as their needs require.

Household goods sub-division appoints committee to index proceedings of meetings held by the American Warehousemen's Association and other kindred bodies so as to reveal synopsis of an entire case in a hand book or manual.

Practically 100 per cent of the members present will reinstate employees who entered the service. Discussion shows there should be no cause for worry over labor, as readjustment will take place without being noticed.

To sell space and to give efficient service and at the same time make a fair profit are the fundamentals upon which the merchandise and household goods sections of the warehouse industry are operated. To do this the warehouseman must first have some adequate method of arriving at his operating costs. Otherwise only one or two of his departments will be on a paying basis, thus taking the profits from one department to assist a department that is being operated at a loss.

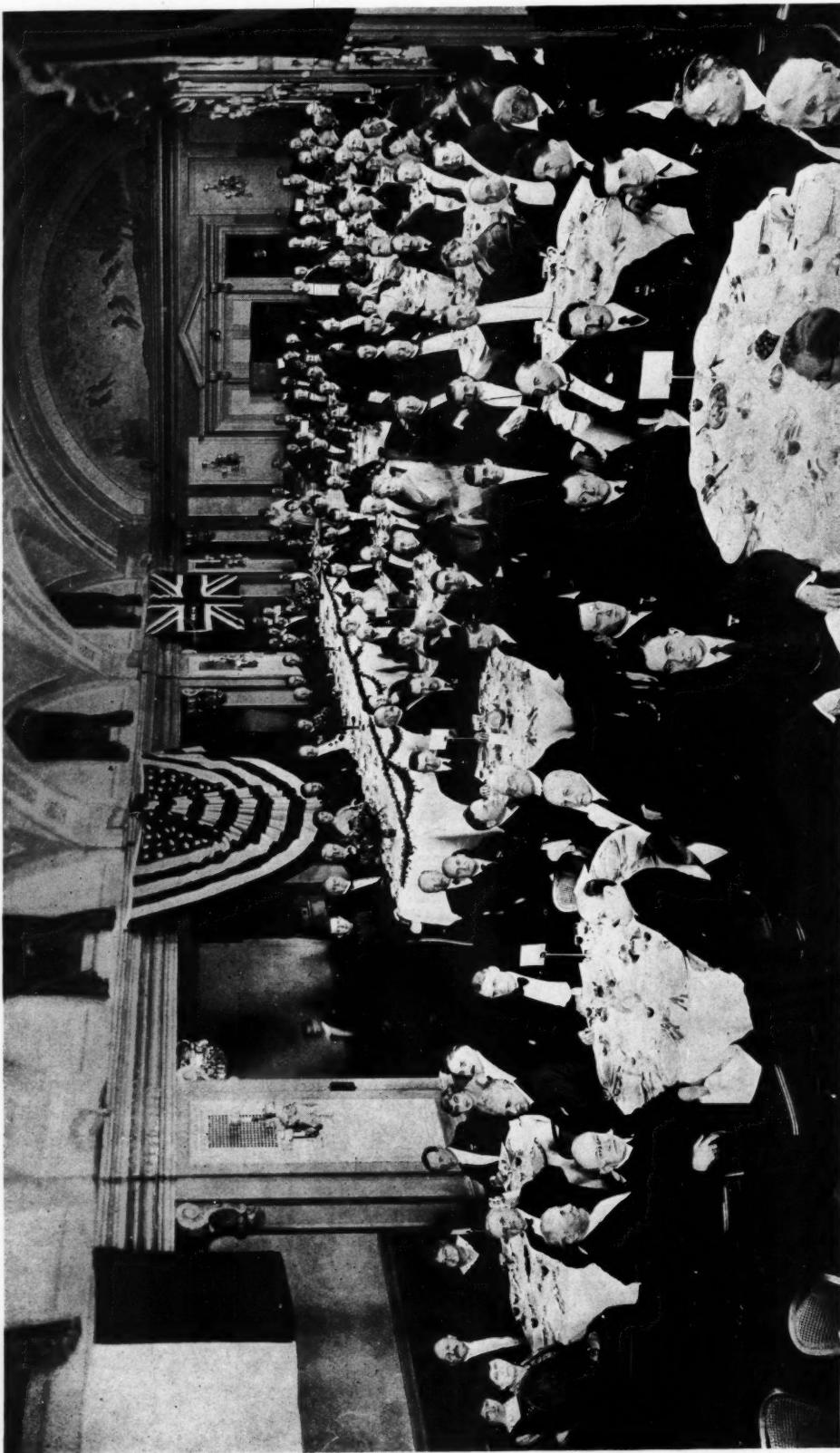
This topic was not only the most important taken up at the annual meeting of the American Warehousemen's Association, but it can be said to be a subject of unequalled importance to every warehouseman in the country. At the general meeting the association adopted the scientific method on the standardization of basis for rate making described more fully elsewhere in this issue. Besides adopting this formula for rate making, the association went further and gave a committee of nine its approval to investigate the advisability of establishing a central bureau of information so that members in the various parts of the country who put this plan into effect could draw data as their needs required.

Thus the central bureau would assist to make this method of rate making a success at all warehouses adopting this system.

Another subject which was of almost equal importance and which was brought up at the household goods sub-division was the need of preserving, recording and correlating the proceedings of the meetings of the various associations throughout the country. This topic was discussed from all angles, and by practically every member present. The gist of this was that a committee was appointed to index the proceedings of the American Warehousemen's Association meetings and all kindred associations, so as to reveal a synopsis of an entire case in a handbook or manual, thus making it very simple for any warehouseman to get information on any particular subject discussed and passed upon at the various meetings. Another advantage of this manual is new men starting in the warehouse business will have this data which will simplify many problems. Besides this it will eliminate the same subject being brought up at three or four meetings, thus wasting the time of all members present.

Another subject which was brought up at the gen-

Banquet of American Warehousemen's Association Held in New York, December 5



THE twenty-eighth annual convention of the American Warehousemen's Association was held at the Hotel McAlpin, New York, Dec. 4, 5 and 6. The meeting was exceptionally good from both a business and social standpoint, there being over 250 members and guests present. The old custom of having the members dine together on the second evening was adhered to. Music, etc., was provided by the New York Furniture Warehousemen's Association and local members. General Wilkins, New York; Lt. Col. G. M. McConnell, Boston, Mass.; C. A. Aspinwall, Washington, D. C., and many other members gave very interesting talks on their experiences while in the service.

eral session and at that of the household goods subdivision was "Labor." At the general session the discussion brought out the enormous task that confronted the warehouse industry in the handling of the army supplies during the war. It was stated that owing to the scarcity of labor, warehouse operation was made very difficult. This condition, it was stated, was merely placing the warehouse industry on the same footing as other industries throughout the country.

At the session of the household goods sub-division this matter was gone into more thoroughly, and not only the past, but the future was discussed. The gist of this discussion was that practically 100 per cent of the members present would reinstate their employees who entered the service at the wages labor is now receiving. When it was stated that many of these men had had special training in the various departments of the army and would expect better positions than they had when they left, it was stated by those who had made a study of the situation that there was no cause for worry on the part of the warehouseman as there is and always has been an

enormous demand for skilled men in every industry.

When the matter of wages was brought up by some of the members, it was stated by several that wages would stay high for some time to come, and the readjustment and reconstruction of labor would slide back to its normal state, the same as it was brought up to its present. Some members said labor should be given every chance to provide properly for its families. Besides this, other members said labor should receive a larger percentage of the profits than before.

During the household goods session another significant subject was operating costs. The discussion on this topic showed there is a need of some adequate method of arriving at such costs, as few present had any conception of what it cost to handle goods from the vehicle into the warehouse and back again. To give the members some conception of their costs, and even though this subject was partially covered at the general session later, the household goods sub-division appointed a committee to go into this matter and find out what the warehouse costs are for the various departments.

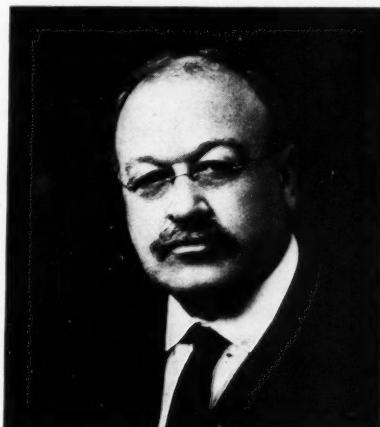
United Action Essential—Basis of President Lovejoy's Speech

Following is the speech presented by President George S. Lovejoy in throwing open the twenty-eighth annual meeting of the American Warehousemen's Association held at New York, Dec. 4, 5 and 6.

As we assemble on this our twenty-eighth annual convention of the American Warehousemen's Association, there are a great many things for which we are thankful. The greatest thing perhaps is the approaching triumph of democracy over autocracy. This has been brought about by the inspiring successes of our Army and Navy. No matter how great the desire on the part of our boys to win, and no matter how great will be the result, it is necessary that they be supported both morally and financially by us home folks.

There is another thought in connection with this, and which we should look forward to—the desire for common united action and problems which are common to all of us—problems which must not be solved solely in the interest of the owners of industry nor solely in the interest of the managers of industry, nor solely in the interest of the employees, but which must be solved in ways to benefit everybody, which is the public interest—this realization that common problems must be solved by team-work, and I am very happy to say that we have had more team work in the last year than for a long time, and this get-together spirit has surely resulted in a great deal of good and we hope will continue.

If we do not do what is right, just and fair, sooner or later we shall be made to do what is right and just and fair—perhaps by combination of employees, perhaps by legislation and per-



GEORGE S. LOVEJOY
President of the American Warehousemen's Association.

haps by competition. But one thing is certain—the solution of our problems by outsiders will be much more unsatisfactory than if we solve our own problems, and if we remember that team-work is essentially a combination of persons who manage themselves well. Now, this Association can undertake constructive and educational policies which can help the human relation in our warehouses.

If the managers of our industries will manage themselves well, you may be sure that there will be less oppressive legislation. Put your own house in order and no outside house cleaner will have occasion to bother you. We cannot work out public problems singly. Men must swap ideas, must be frank, and thereby beget frankness in others.

On March 22 your President went to

Chicago and attended the meeting of the National Industrial Traffic League to protest in regard to the average agreement which had been knocked into a cocked hat—not allowing warehouses using track facilities to be a party to the average agreement unless cars were consigned to them direct. Your President was able to appear before the committee appointed, and have inserted in their recodification of demurrage rules a clause which allowed that privilege so that the average agreement—now Section E—allows where cars are consigned to or in care of a warehouse or grain elevator that they may be a party to the average agreement, and for your further information, would state that there is now on foot a proposal to have the rules still further changed so as to include in the average agreement the loading of cars. This matter is now before the National Industrial Traffic League, and it is hoped that this will be carried out.

In October your President received a request from the United States Food Administration, through our good member, Frank A. Horne—representing the Cold Storage Warehousemen—to appoint a committee of seventeen from our Association to meet at Washington on October 14 and 15, and the following gentlemen were appointed:

- T. E. Witters, Baltimore, Md.
- J. L. Nichols, Boston, Mass.
- S. G. Spear, Boston, Mass.
- S. H. Verrall, Chicago.
- John Bekins, Omaha, Neb.
- S. M. Woodson, Kansas City, Mo.
- S. M. Haslett, San Francisco, Cal.
- W. E. Eggers, Galveston, Tex.
- William Oatman, New York.
- F. S. Phramer, New York.
- W. B. Mason, Providence, R. I.
- A. H. Millward, Chicago.

Willard W. Morse, Minneapolis, Minn. sent the general storage interest. Your President considers this quite a compliment to our Association and to the merchandise section. We all know how well we would be represented by the gentlemen selected.

Messrs. Stetson, Haslett, Jones and Aspinwall were not present at this conference. There were also representatives of the New York Dock Co. present.

On October 14 Mr. Horne called the meeting to order, and there were present representatives from the Food Administration, Bureau of Markets, War Industries Board and Railroad Administration.

This meeting was most interesting and we were requested by Mr. Horne to appoint a committee after having stated the object of the conference, and your President appointed a sub-committee for the next day, the 15th, recommending for their consideration what would be the best method of stopping profiteering on the storage of foodstuffs.

This committee held session all that afternoon and up to 11 or 12 o'clock that night, and made a report the next day on the lines as will be reported by your Committee on Standardization of Basis for Rates.

The outcome of the conference was that Mr. Horne appointed Mr. Nichols of Boston and Mr. Mason of Providence, Indirectly your President has heard from Chicago that the regional directors were asked to take up the matter,

and feel that something has been accomplished in this direction, as its effect has been very noticeable in certain localities.

Another very pleasant part of the conference was the representation of the railroads by R. C. Wright, assistant manager of traffic, who talked to us in regard to co-operation of railroad-owned warehouses, and which gave your President the opportunity which he has tried to have for years of having railroad-owned warehouses come under the same tariff regulations as private-owned warehouses. After the conference, your President had the pleasure of being invited to the office of Mr. Wright, where the matter was thoroughly gone into, and he assured your President that they were willing to co-operate in every way.

Previous to the conference your President sent out letters to our members having railroad connections asking them for tariffs and evidence of abuse of rates and practices in connection with railroad-owned warehouses. All of that data (with comments) has been sent to Mr. Wright and your President is now awaiting to hear from him as to what has been accomplished.

Another very important matter, and about which I cannot refrain from speaking, is the work done the last two years —more especially this last year—by the Committee on the Standardization for Basis of Rates.

Your President has personally followed their meetings and the study of their work, and can truthfully say that every man on that committee has done tremendous work, and the result of same is beginning to show with the most of us warehousemen, and is bound to be an everlasting benefit to all warehousemen of the country in the future.

As a result of this work I would recommend that a small committee be appointed to look into the feasibility of having a central bureau established in connection with our Association to take up the cost under a uniform form of getting at the cost of the labor and handling of goods. This seems to your President as being very essential and can be

(Continued on page 15)

Questions of Vital Interest to Warehouse Industry Discussed at New York Conference

BETTER business methods was the keynote of all the topics discussed at the twenty-eighth annual meeting of the American Warehousemen's Association, held Dec. 4, 5 and 6, at the Hotel McAlpin, New York. There were over 250 members and guests present.

The questions were of vital interest to all, and elicited opinions of decided value. The discussion gave to the members a better conception of how to utilize their warehouse facilities to their fullest extent, and to realize a greater profit on their investment.

Probably the most significant of the topics taken up and which was discussed by the majority of those present was the necessity of charging for extra service. A resolution was passed by the household goods sub-division recommending the members to demand an additional rate for special service.

The bill of lading was another important subject. The discussion indicated that there was a need of some uniform method in making out bills of lading

when there was a large number of items to be listed. In many cases, due to carelessness in trying to get too many items on such a small piece of paper, it was almost impossible to distinguish more than 50 per cent of these items. A resolution was passed to the effect that all bills of lading should be typewritten and made out in quadruple.

How economies may be practised to minimize the most of packing work and yet maintain a high standard of service was another important subject. In this connection a committee was appointed to investigate the advisability of utilizing lift vans for rail or trans-continental shipments of household goods.

The advisability of changing the association from an incorporated body to a voluntary or an unincorporated body was presented to the members at the general session, where it was discussed from all angles. It was later put to a vote, which was in favor of changing the association to an unincorporated body.

Principal Topics Discussed at New York Conclave

- 1—Household goods sub-division passes resolution recommending members to charge for all extra services.
- 2—Resolution passed to the effect that all bills of lading should be typewritten and made out in quadruple.
- 3—Committee appointed to investigate the advisability of utilizing lift vans for rail and trans-continental shipments.
- 4—Association is changed from an incorporated body to a voluntary or an unincorporated body.
- 5—Discussion showed that approximately 10 per cent of warehouse receipts issued are negotiable.

Other topics discussed were: Law and Legislation, The Proper Issuance of the Negotiable Warehouse Receipts and Their Desirability from the Warehousemen's Standpoint, How Do Cartons, Paper and Fiberboard Compare with Wood as to the Use of Space, Bonus Systems, War Tax on Household Goods Removals, Labor In and Out, Return Loads and Co-operative Purchasing Bureau.

The morning and afternoon of the first day was devoted to the general session, while the evening was given over to the session of the merchandise sub-division. The whole of the second day was devoted to household goods sub-division. During this session the cold storage sub-division held a joint session with the American Association of Refrigeration. The third day was given over to the general session for handling unfinished business, the election of officers, etc. Following the custom of former years, the association gave a banquet on the evening of the second day.

The morning of the first day's session was given over to the registration of the members and guests and the reports of the various committees at the general session. This session was opened by President George S. Lovejoy, who gave a general review of conditions during the last year, going into details on many important subjects, such as labor, the standardization of basis rate-making, etc. Mr. Lovejoy's speech is printed in full elsewhere in this issue.

Following this was the report of the Board of Directors and the Secretary, who stated there was a membership of 214 in the association, these being divided between ninety cities in the United States, three in Canada and two in England. Of these 214 members 105 were in the merchandise sub-division, seventy-two in the household goods sub-division and fifty-three in the cold storage. The report of the treasurer showed a substantial balance in the bank to the credit of the association.

Various Committees Submit Reports

Uniform Warehouse Receipt in Force in 39 States—Standardization Method of Rate Making Adopted—Other Reports

THE report of the committee on Law and Legislation was next submitted to Albert M. Read, Security Storage Co., Washington, D. C. Mr. Read stated that the committee had had the warehouse receipt act before the legislatures of four states, but was not successful in having it enacted into the law in any of them. The situation in regard to this act, he stated, was thus unchanged from last year's report, but that it was the law in thirty-nine states, the Philippines, Alaska and the District of Columbia, leaving nine states and Porto Rico to act upon it. He said the national Government, through its greatly increased power for war purposes, had by regulation a large measure of control over the merchandise and cold storage warehouses, but inasmuch as the control has been placed in the hands of wise and broad-minded men nothing but good has come out of it.

Have Confidence of Banking Fraternity

A. H. Greeley, General Cartage & Storage Co., Cleveland, Ohio, next presented a report on banks and warehouses, going into detail telling how questionnaires were sent to 600 banks in the larger cities, thus resulting in the appointment of a joint committee which was afterward successful in drafting and having adopted the uniform warehouse receipt act, now in force in all states excepting New Hampshire, Texas, Indiana, Arizona, Kentucky, Mississippi, Georgia, Oklahoma and South Carolina. Mr. Greeley said fortunate is the warehouseman who, after years of honest dealing, has established a business from which he has secured the confidence of the banking fraternity in the section of the country in which he transacts business. Without question, now that peace is assured, the after-war conditions will require manufacturers and merchants to negotiate large loans for the carrying on of their business, and the negotiable warehouse receipt provides a

safe and ready instrument for the accomplishment of such a purpose. Toward the latter part of his report he said: Let us hope that the members of this organization will do everything within their power to protect the negotiable warehouse receipt in a manner that its issue will become one of the greatest channels as a revenue for those engaged in the warehouse industry.

Other reports by chairmen of the committees were made by James G. Perkins, Albany Terminal Warehouse Co., Albany, N. Y., on insurance; S. C. Blackburn, on railroads and steamships; J. B. S. Rex, on warehouse construction and labor-saving devices, and T. E. Witters, Baltimore Fidelity Warehouses, Baltimore, Md., on the subject of the standardization of basis for rates, the latter subject being discussed from all angles by practically every member present. The consensus of this discussion was the adoption of the scientific method of standardization of basis of rate-making, thus enabling the warehouseman who adopts this method of computing rates to realize a greater profit in all departments on his investment. During this discussion it was stated an investigation showed many warehouses were handling goods at 20 per cent less than what they should be receiving on their investment.

Scientific Method of Rate Making

The plan was started with the idea that a warehouse was selling space in its building, stated J. L. Nichols, Merchants Warehouse Co., Boston, Mass. He also said, in working out this scientific method of rate-making the mill constructed building with brick walls was taken as standard, and that the fireproof building was a little above, and the non-fireproof below, standard; and a warehouse is considered full when 75 per cent of the floor space is covered. Besides adopting this method of computing rates the association gave the committee on standardization of basis for rate its approval to investi-

gate the advisability of establishing a central bureau of information to assist the members who adopt this system in working out their problems. A complete report with an explanation of the use of this system as given by the committee is furnished elsewhere in this issue.

The evening session was devoted to the merchandise sub-division. The first topic taken up was the handling of orders where only partial delivery is taken at time of issue, and whether it was proper to hold orders open at convenience of drayman or receiver, or should they be closed and new orders required? One of the members from Boston stated he allowed as long as the customer wanted, but that orders should be made out to this effect, while other members said a new bill is made out and a new charge made.

The proper issuance of a negotiable warehouse receipt, and its desirability from the warehousemen's standpoint was the next discussion. To this some of the members stated they discouraged the issuance of negotiable receipts as it was difficult to locate the receipt, and when banks notify them they hold a negotiable receipt they try to get the bank to have it turned in and a non-negotiable receipt issued. When the members were asked the approximate number of negotiable receipts issued, the answers showed that the negotiable receipts issued ranged from one-tenth of 1 per cent to 30 per cent of the total number of all receipts issued, the average number being about 10 per cent.

In the transferring of orders from one party to another should the warehouse charge for special service in accounting, etc., was the next topic presented to the members. This was discussed generally by all present, some saying that an additional charge should be made to take care of the clerical work and other overhead expenses involved in this work, while other members thought the best way to handle such work was to have

the order first made out to bearer. Then all that would be necessary would be the signature of the one who received the goods.

The discussion on the subject of where a warehouseman is over on one lot of goods and short on another belonging to the same merchant indicated that the overs on one lot should be applied to the shortage on the other lot, or where the warehouseman is over on a lot and has no shortage on any other lot belonging to the same customer, he can sell these overs, but will make himself liable for claim. Another topic discussed was, what is the responsibility of the warehouseman when goods are stored in the name of a drayman, or other than the owner? In answer to this it was the consensus of opinion of all members that the party in whose name the receipt is made out is looked upon as the owner.

Advisability of Monthly Billing Discussed

The advantage of billing on the first of the month was the topic which followed. This subject was discussed by the majority present, many of the members saying that billing on the first of the month was the best method, as all accounts such as labor, storage, etc., can be made out at that time. Other members said they dated all bills on the last day of the month, and if the goods arrive on the first or the twenty-ninth the customer only gets a bill up to the thirtieth. By this method the customer who placed goods in storage on the tenth of the month is charged for a full month or up to the thirtieth. This is done to assist in paying for the clerical work in sending out full reports to the owners having goods in storage.

A discussion on the comparison of the use of space for cartons, paper and fiberboard with wood containers showed the lighter containers such as cartons, etc., will not stand the weight of a standard pile.

Household Goods and Cold Storage Hold Sessions

THE second day was devoted to the session of the household goods sub-division and that of the cold storage sub-division, the latter holding a joint session with the American Association of Refrigeration. The household goods session was thrown open to the reception of a report from Chairman C. A. Aspinwall, Security Storage Co., Washington, D. C., who gave a general review of the conditions of the household goods warehouse industry during the last year.

Storage experiences resulting from the war, with alien enemy custodian, search warrants, etc., was the next topic presented, the gist of which showed that few men had what could be termed trouble, while most of the members said they had been very careful to see to it that all goods placed in storage was in the name of the owner.

No War Tax on Household Goods Removals

Operation of the war tax on long-distance removals was brought before the members by Barry Mohun, counsel of the American Warehousemen's Association, who stated he had been asked by the Van Owners' Association of New York to take this subject up with the Department

of Internal Revenue, Washington, D. C., for the purpose of obtaining an official decision determining whether the 3 per cent tax applied to household goods removals. The official and final decision showed that the removal of household goods by motor trucks from city to city or within the same city did not come under section 500 (a) of the Act of Oct. 3, 1917, as this class of work was not in competition with carriers by rail or water, therefore no tax was to be imposed. In the December issue of TRANSFER & STORAGE there was published a complete report on this ruling.

How the shortage of labor has been met was the next topic. William A. Meikleham, Manhattan Storage & Warehouse Co., New York, who introduced this subject, stated this condition had been met by employing women in various capacities, working overtime, and by the assistance the old employees gave. He also stated the warehousemen would have had a great deal more difficulty had it not been for the attitude of the public, who did all in its power to assist in every way possible. This was the general impression of the majority of those present. The subject was gone into further by several of the other members, who said they had been

employing women to handle the clerical work, billing, etc., and had found them more efficient than men in many of these capacities. It was also pointed out in this discussion that only a small percentage of the women in the United States were used in industries during the war, whereas in France and England approximately 30 per cent of the women were used in industries, doing practically all kinds of work.

Past and future was the topic introduced by Charles S. Morris, Metropolitan Fireproof Storage Warehouse Co., and president of the Van Owners' Association of Greater New York, who stated that during the war labor was short to the extent of about 25 per cent. He

then asked the members what did the reconstruction period mean to them? Wages have been good and there has been and will continue to be plenty of work for all. With this situation, he stated that trained labor would have no trouble in finding work. Going further into detail, he stated he believed labor will be better paid in the future, and in return it will give better service to the employer. He also stated that because new conditions were being presented daily the organization was needed more to-day than ever before. Many of the members in discussing this subject stated they agreed with Mr. Morris, and that labor was entitled to more than it had formerly received.

Union Labor and Bonus System Create Interest

AS to whether the bonus system can be successfully operated with union labor, was the next topic introduced by W. Lee Cotter, Cotter Transfer & Storage Co., Mansfield, Ohio. Mr. Cotter said he had received the greatest relief in regard to the labor problem during the past year by the service his old employees gave. A rapid turnover on everything with the exception of labor is what every warehouseman should look for, stated Mr. Cotter. Bonus systems are here to stay. At the present time approximately 90 per cent of the manufacturers are employing union labor, and many of these have installed bonus systems. Mr. Cotter installed a bonus system at his warehouses, and has found it successful to a certain degree. Where a member finds that his bonus plan is not successful at first, Mr. Cotter recommended the members to try some other plan.

His plan is to pay \$1 per week as a bonus, this being paid in a lump sum after the employee has been with the company for six months. The dates that this bonus is paid are Jan. 1 and July 1. If an employee is absent a day or two, this time is deducted from his weekly wages and held until the end of the six months' period, when it is paid to him. This is done so that an employee will not take a day off unless it is absolutely necessary. In answer to this, some of the members stated they had tried the bonus system of giving the men a certain sum each week, but found they were not getting any better service than before the system was put into effect, therefore they dropped it. Other members said labor should be given every right, but they could not see the necessity of giving a bonus.

Gives Points for Care of Equipment

W. T. Bostwick, Thomas J. Stewart Co., New York and Jersey City, has a bonus system for the drivers of his electric trucks. His system is worked out on the basis of giving points for the care of equipment, etc. Up to date this system has been very beneficial to the company, as the drivers give better service and take better care of the particular truck that has been assigned to them. Mr. Morris said the labor unions in New York were opposed to bonus systems. He claimed that if men receive a bonus from one warehouse they take the attitude that other warehouses should pay bonuses, and to his mind a bonus system is a weak link in business.

The subject of collective purchasing and standardiz-

ing of materials used, was the topic which followed. Walter C. Gilbert, Harlem Storage Warehouse Co., New York, opened this topic by stating the New York Cooperative Purchasing Bureau was serving over seventy firms in that city, and it is expected the bureau will take in the entire membership of the New York Warehousemen's Association. During the existence of the bureau members have saved as high as 33 per cent on the purchase of many items. Those who purchased electric bulbs in lots of 100 have saved 30 per cent. This is something that would be almost impossible if the order had not been given through the bureau unless the warehouseman placed a \$600 order with the company direct. The members purchasing through the bureau also saved a large percentage on nails, pads, silk fiber paper, excelsior and other materials.

Van Owners' Co-operation Essential

Taking up the subject of return loads, Mr. Gilbert stated the New York Van Owners' Return Loads Bureau was considered a success, although the van owners should co-operate more with it. Even though the bureau is not advertising, during the month of September, 118 jobs were offered, but it was only able to place twenty-seven of this number. Both bureaus are operated from the same office at a cost of approximately \$300 per month. This amount covers all overhead expenses, etc. The amount received by the bureaus per month is approximately \$308, which leaves a balance of \$8 per month to the credit of the bureau.

Walter C. Reid, Lincoln Safe Deposit Co., New York, introduced the next topic, on what should be our attitude to former employees returning from the war. After stating that he would reinstate all men who wished to come back, he asked the members what they would do. Practically every member present said he would give the men their old positions back with the wages the men doing that work are now receiving, but it seems to be the consensus of opinion that many of these men, being better trained, would want a higher position. L. L. Firuski, Pioneer Storage Warehouses, Brooklyn, N. Y., said there was no cause for worry on the part of the warehousemen, as there was a big field in other lines for the men who come back better trained.

The hourly basis of charging for moving and packing was opened up by C. J. Hamilton, Security Storage & Truck Co., Baltimore, Md., who said the hourly basis

for moving had been abused. Other members said the men doing this work should not lose sight of the class of service they are giving when working on this basis, and that they should also charge for all special service.

Analyzing costs and their distribution to the various departments was the discussion opened by Mr. Cotter, who stated few warehouses had any conception of their costs. This discussion ended by a committee being appointed, headed by Mr. Bostwick, to investigate the actual cost of operating the various departments of a warehouse.

Charles Milbauer, Transcontinental Freight Co., New York, introduced the next topic on how can shippers be compelled to give routing, so that consignee may know over what road and at what station the goods will be delivered. Mr. Milbauer said the packing man, who is the shipping man in many warehouses, had no conception of shipping details. He emphasized the fact that all bills should have the street address, or terminal and consignee's name, whereas at the present few are

made out properly. Owing to Government operation of the railroads he said a shipper cannot route his goods the way he did before the war, as all goods are shipped by the shortest route.

The subject opened by Mr. Reid on what economies may be practised to minimize the cost of packing work and yet maintain a high standard of service, was discussed by the majority of members present. He said the lift van was the solution to this problem, and going further into detail he proposed an association of lift van league, made up of warehousemen who would own such vans. These vans could be rented for \$50 a load to the warehouseman who did not operate lift vans. Besides giving this figure as an approximate rate for such work, he stated there would be an enormous saving by utilizing the lift van to a greater extent than it is now used. Many of the members having lift vans, a special committee headed by Mr. Reid was appointed to investigate the advisability of utilizing the lift van for rail and transcontinental shipments.

Will Compile Reference Handbook of Organization Meetings

A TOPIC brought up by F. E. Batement, Transcontinental Freight Co., Chicago, that was of interest to all members was the need of preserving, recording and correlating the proceedings of the meetings of the various associations throughout the country. After much discussion on this, a committee was appointed to index the proceedings of the American Warehousemen's Association meetings and all kindred associations so as to reveal a synopsis of an entire case in a handbook or manual.

On labor in and out the gist of the discussion showed that the majority of the members made a labor charge, some charging an hourly rate, while others charged one-half month's storage for labor in and one-half month for labor out.

The third day of the meeting was devoted to the general session, unfinished business, the report of convention committee, election of officers, etc. This session was opened by Mr. Nichols, who offered a resolution to the effect that a central bureau be established by the committee on standardization of basis of rate-making to give the members what information they needed in placing this system for rate-making in effect. A resolution was passed to the effect that the committee investigate the advisability of establishing a bureau of information so that the members in the various parts of the country who put this plan into effect could draw data as their needs required.

Following this the members voted to change the association from an incorporated body to an unincorporated body. This was done so that the association would not come under the laws of any particular state, thereby allowing it to hold its meetings, the election of officers, or transact any business in any state; whereas when the association was an incorporated body it was under the jurisdiction of the laws of New York State, and could not elect officers or transact any business outside of that state.

Following this discussion the chair announced the election of officers, the members serving in this capacity

last year being re-elected. The officers are as follows: President, George S. Lovejoy, Quincy Market Cold Storage & Warehouse Co., Boston, Mass.; vice-president, Philip Godley, Godley's Warehouse, Philadelphia, Pa.; treasurer, Walter C. Reid, Lincoln Safe Deposit Co., New York; general secretary, Charles L. Criss, Union Storage Co., Pittsburgh, Pa. The following are the members elected to directorships:

C. A. Aspinwall, Security Storage Co., Washington, D. C.; W. Lee Cotter, Cotter Transfer & Storage Co., Mansfield, Ohio; F. L. Bateman, Trans-Continental Freight Co., Chicago, Ill.; D. H. Van Name, F. C. Linde Co., New York; R. L. Spencer, Duquesne Warehouse Co., Pittsburgh, Pa.; W. W. Morse, Security Warehouse Co., Minneapolis, Minn.; F. M. Shoemaker, Hygeia Refrigerating Co., Elmira, N. Y.; Herbert Moore, Memphis Cold Storage Warehouse, Memphis, Tenn.; and W. L. Cummings.

Army Men Recite Experience

The evening of the second day was devoted to a banquet held in the ballroom of the Hotel McAlpin, where all the members and guests partook of an excellent dinner. Several of the members of the association were in uniform, some of whom gave a very interesting talk on their experiences. General Wilkins, New York Supply House of the Quartermaster's Department, gave a very interesting talk on the warehouses of the Quartermaster's Department. Lieut-Col. G. M. McConnell, who had charge of a large portion of the warehouses under General Goethals, said that approximately 60,000,000 sq. ft. of warehouse space was utilized in the United States for the handling of general army supplies, while 10,000,000 sq. ft. was utilized for cold storage, thus making a total of 70,000,000 sq. ft. of floor space for handling army supplies in this country. Mr. Aspinwall also gave a very interesting talk on his experiences while in France with the Y. M. C. A. Exceptionally good music and singing was furnished by the New York Furniture Warehousemen's Association.



The piano repair department of the North Philadelphia Storage Co., Philadelphia, Pa. Five experts are employed in this department regularly

Household Goods Warehouseman Realizes 100 Per Cent Profit by Dealing in Second-Hand and New Pianos

Handled Over One-Thousand Instruments During 1918

THE purchasing of second-hand pianos and then repainting, refinishing and toning them and thus selling them at 100 per cent profit on the investment, overhead expenses, etc., is the side line now being carried on by a household goods warehouseman of Philadelphia, Pa.

The activities of the household goods warehouses until a few years ago was limited to the moving and storage business. A few years ago if a warehouseman had vacant space in his building which he was unable to fill with household goods, he invariably took it as matter that could not be remedied. He usually left this space vacant without trying to find some way in which it could be utilized thereby giving him a greater profit on his investment. As many warehousemen thought at that time, and no doubt there are many who still think that there is no other way of utilizing vacant space other than with household goods. Their only hope is that later their business will be better.

But the up-to-date warehousemen of to-day have more conception of their operating costs. They know that if a portion of their plant is vacant a large part of the year they are not making the profits they should on their investment. To overcome this situation many

warehousemen seeing an opportunity to make a better profit on their investment by using this vacant space to advantage, have taken on side lines which are in some way or other connected with the household goods storage business.

Some of these side lines which have been taken on by household goods warehousemen are carpet cleaning, upholstering, repairing and the refinishing of household goods. And, in practically every instance where a warehouseman has taken on a side line, a greater profit has been realized.

Another activity that has been adopted by a warehouseman is the purchasing and selling of second-hand and new pianos and players. The Philadelphia warehouseman who carries on this activity says that at this line is a branch of the business it should be handled by household goods warehousemen. Practically all warehousemen either move or store pianos, and because of this he saw no reason why they should not take on the other branches of the piano business, such as repairing, refinishing, tuning and the reselling these instruments, especially as this line offered the warehouseman a 100 per cent on his investment.

This enterprising warehouseman is W. A. Whitmore,



In this room the instruments are revarnished, polished, tuned and then taken to the salesroom

of the North Philadelphia Storage Co., Philadelphia, Pa. Mr. Whitmore started in the household goods warehouse business 8 years ago, and after being in that line a short time, and having plenty of vacant space, he expanded his business by adding the storage of general merchandise.

At that time and for several years after Mr. Whitmore had no conception of adding any other activity to his business, but as he became better known he had many requests from customers asking him to purchase their pianos. The public then began moving into smaller houses and apartments, and did not have sufficient room in their new quarters for a piano, and because of this they invariably asked the North Philadelphia Storage Co., to purchase it. At first and for some time these requests were refused, but every week one, two and three customers made such requests, some coming from customers moving, and others from those removing goods from storage. This kept up until one day Mr. Whitmore saw a vision of a good side line.

The result of this vision was that two stores 16 x 20 ft. along side of the main office were leased, a work bench and a complete set of tools necessary for the work to be undertaken being installed in one of the stores, and an all-round piano man placed in charge. The other store was fitted up as a salesroom.

Advertised in Daily Papers

To increase this branch of the business Mr. Whitmore advertised in the daily newspapers, had blotters, cards and pamphlets printed, and widely distributed so as to give the public some conception of the new activity carried on by the warehouse. In all of these advertisements, Mr. Whitmore used the phrase, "A Good Used Piano Is Better Than A Poor New One."

Thus by advertising, and giving the public its money's worth, this activity increased to such an extent that an additional store in the same building had to be leased, the new store being 16 x 40 ft., just twice the size of either of the others, it was utilized as a salesroom, the others being used as repair shops. To handle this increased business it was also necessary to employ more mechanics, so that the warehouse now has a staff comprised of a foreman and four assistants. These men are all experts in the bleaching or repolishing of keys, refinishing cases, repairing hammers, adjusting actions,

tuning, in fact do all repairing necessary to give the instrument the rich mellow tone it originally had. The average wages paid these experts is about \$30 per week.

During the first year the warehouse handled this side line, over fifty second-hand pianos were purchased, repaired, refinished, toned and resold at approximately 100 per cent profit. This is the profit after the labor for repairing, expense of advertising and other overhead expenditures had been deducted. For instance if a piano is purchased for \$40 and the repairs, etc., cost \$20, the instrument is resold for \$120 cash, or \$140 or \$150 on easy payments of \$5 per month. The payments on the instalment plan range from \$5 per month to \$15 per month according to the value of the instrument.

Handles 1000 Pianos Yearly

This business increased so rapidly, and was found to be so profitable, and there being such a good demand for these instruments, the company saw that it should expand this activity and handle new pianos and players as well as the second-hand ones. This the company did by contracting with a piano manufacturer to construct such instruments under the name of "Whitmore."

The company could have taken the agency for many manufacturers, but Mr. Whitmore did not care to do this as he would be building up and establishing the name of a manufacturer instead of his own. What Mr. Whitmore wanted to do was to establish his own name in that section of the country. He says that this has been done, and it is now impossible for anyone to take it from him, whereas had he established an agency he would have built up the maker's name.

During the last year the North Philadelphia Storage Co., has sold over 1000 new and second-hand pianos and players, many of which have been sold on the instalment plan. This is a field that is now open for one or two household goods warehousemen in practically every city. It has been estimated that this activity can be taken on with a capital of about \$1000 if the goods are to be sold for cash, or \$5,000 on the easy payment plan.



The 16 x 40 ft. piano salesroom of the North Philadelphia Storage Co., Philadelphia, Pa.

American Warehouses in France

THIRTEEN large warehouses, capable of handling about 15,000 tons of material monthly were established in France as the first big step toward serving the American troops and the hundreds of war hospitals behind the French firing line. This war relief distribution system was organized when the American Red Cross Commission arrived in France June, 1915, and since that time has been augmented by other extensive warehouses in different parts of the country.

Six of these American Red Cross warehouses are located in Paris, which serves as the center of the distribution system. Other warehouses are located outside the capital and from these supplies are distributed by motor trucks, wagons and every available means of transportation, to hospitals and other institutions.

The warehouses operated by this commission in Paris alone have a capacity of 3,500,000 cu. ft., and can take care of 60,000 tons of supplies at a time. Here supplies are handled in true American fashion, and at one of the warehouses railway freight cars are run directly into the building itself for unloading.

A large proportion of the supplies handled in these warehouses come directly from the United States from the Red Cross Supply Service, which in turn gets them from the chapter work rooms and the various relief societies affiliated with the American Red Cross. However, some supplies were purchased in France during the great shortage of ocean tonnage and these supplies too were handled in these warehouses.

The stocks of goods handled by the warehouses are as varied as those of a great wholesale house or department store. Every kind of medical supplies, drugs and surgical instruments are carried in stock for the use of hospital staffs. Foodstuffs, clothing, building materials, plowing implements and tools are also imported in large quantities for the assistance of French refugees. Everything, in fact, that might be called for, from infants' layettes to plowshares, is stored in these warehouses so as to be immediately available.

Establishes Warehouses in Italy

This work is directed by American college men, many of whom formerly served as drivers in the Ambulance Service, while the force of workmen was recruited from veteran French soldiers and Belgian men no longer fit for military duty. The French Government and the municipal authorities of Paris are co-operating with the commission in the securing of labor and the maintenance of transportation service.

Another chain of American Red Cross warehouses has been established throughout Italy. On the banks of the Tiber, in the historic city of Rome, there stands an imposing structure which is used by the American Red Cross as its central warehouse in Italy. This magnificent concrete building and the extensive embankment upon which it stands were built by the Germans in pre-war days. It was taken over by the Italian Government when war was declared and since loaned to the American Red Cross. Thus again the enemy has aided



One of the many American Red Cross warehouses established in France

unwillingly, as in the case of the mammoth ocean liners which are being used to transport food and soldiers. There are four stories in the Rome warehouse, each containing 8611 sq. ft. of space, making 34,445 sq. ft. in all. Besides this there are numerous little tributary warehouses close at hand, where foodstuffs and other perishables are temporarily housed.

United Action Essential—Basis of President Lovejoy's Speech

(Continued from page 8)

There are enough local associations who can get together and get this information in their several localities, and I think it can be sent to the central bureau to be worked out on an average scale for the country. This idea has developed through the many different problems which have come up in working out the basis for making rates.

Reports of your Treasurer and Secretary will be presented in due time for your consideration, and the Treasurer's report will show how each division stands financially.

Our Association is very fortunate in having at Washington our ex-president, Albert M. Read, to call upon. During the past year there have been many questions referred to your President by our members, and he has taken advantage of Mr. Read's good nature, and knowing his willingness to do everything possible for our Association, it has resulted in clearing up a great many matters pertaining to government affairs.

One word to our guests. We expect to have a larger number than usual, and they will be designated by a different colored badge, and trust our members will give them a most cordial welcome. While we are not able to extend to them all of the privileges of membership, we especially desire that they will feel at liberty to enter into our discussions—more especially where it may be possible for them to throw light or knowledge on any subject brought up before our convention.

Concerning Warehouse Co-operation

Readers Offer Suggestions to Facilitate Factory Distribution Methods

CONDITIONS in the merchandise distribution branch of the warehouse industry are being given much thought by the warehousemen of the country, as the following letter to TRANSFER & STORAGE indicates. This letter, written in answer to letters which appeared in previous issues concerning warehouse co-operation, is printed without comment.

Editor, TRANSFER & STORAGE:—The subject of co-operation amongst warehousemen is an old one and general in its application, but I understand for the purpose under discussion, has special reference to the handling and distribution of merchandise.

The need of more co-operation, carried to the extent of adoption of uniform accounting systems, warehouse receipts, and general practices, is certified to by every traffic man who gets about the country or whose company has dealings with warehouses in the different parts of the country. The different forms used, the different practices followed in the conduct of the same operations, the widely different scale of charges prevailing, are all matters of common knowledge and comment.

The business of handling and distributing merchandise for the manufacturer or dealers in various lines has enough similarity in its general detail to warrant a large degree of co-operation amongst those engaged in it, to the extent, at least, of the adoption of

Standard forms for accounting.

Standard forms for warehouse receipts.

Standards of service—What it embraces.

As to standard forms for accounting, the warehouseman usually has his own forms, and usually each storeroom also has his special forms which he desires used, resulting in confusion and lack of familiarity with them on the part of those charged with this detail, entailing constant friction and correspondence, with sometimes loss to either of the parties. Local conditions and isolation from each other have been largely responsible for the warehousemen's individual forms, and the diversified character of the merchandise and accounting systems of the storerooms have resulted in their individual forms. It is apparent that any change or standardization must come through the warehousemen, and with the large organizations which we now have, together with local

associations, we can see no reason why a remedy cannot be found and applied to the benefit of everybody concerned.

The matter of uniform warehouse receipts has been advanced to a point where it only remains for the storerooms and, as to negotiable receipts, the banks, to urge their adoption by all houses. With the exception of a few clauses used largely for advisory or notification purposes there is no reason why the essential and basic conditions and terms of receipts should not be uniform. Such receipts are rapidly being adopted by leading houses, and follow the form recommended by a joint committee of the American Warehousemen's Association and the American Banker's Association held in 1917, and the use of the standard form is urged especially where receipts are intended for negotiation.

As to standards of service, and what that is to embrace, this matter, although it looks difficult at first glance, is not really so, for in all these operations which the warehouseman undertakes for his storerooms, whether local or in other cities, he is in a way acting as a special agent of the owner, and to properly perform the function undertaken certain essentials are necessary and are common to all such arrangements, such as receiving from cars or otherwise the goods intended for storage and distribution, and (or) the storage; the distribution, immediate or otherwise; the orders to be recognized; the shipment or delivery, and the report to the owner.

Some warehousemen hold that it is outside the province of warehousemen to perform extra or special services for storage and that they are rarely if ever recompensed properly for them. Probably they never have been, but that is the fault of the warehouseman who either did not know what the service was worth or did not insist on payment, for competitive or similar reasons. It does not appear to me,

however, that such operations can be successfully carried on unless the warehouseman does actually become in a sense the special agent of the storers, to look after his business and to facilitate it in all proper ways, and that includes many little things which he can do at minimum expense which the storer, usually not on the ground, could otherwise get done only at considerable expense and possible delays, etc. In fact I feel that it is this feature which has brought the business to its present vast proportions, and that unless the warehouseman is able and willing to look after these things the business must revert to branch houses of the owner under an increased expense on traffic.

If all of the warehousemen's associations, local and national, would get into conference on this matter and decide what are ESSENTIALS in the matters of standard forms for accounting and for the performance of service for their patrons in connection with the storage and distribution of merchandise—that is, what it is right and proper for them to undertake to do both in handling and accounting, I think the matter could be advanced rapidly to where a much better and more satisfactory service could be performed for the storers and the public generally. As it is now a great deal of valuable time is wasted by individual effort on both sides to get the most possible with the least expenditure of either time or money, and all this only contributes to the continuance of the present unsatisfactory and unsystematic way in which the business is handled and which storers complain of—even though they assist in maintaining it.

From the viewpoint of the storer, it does not seem unreasonable to want his business handled by houses from New York to San Francisco in a uniform way and we cannot see why he is not entitled to have it so. Neither he nor his traffic manager is exempt from some degree of responsibility, however, for they cold-bloodedly want THEIR business han-

dled in a particular manner without reference to anybody else. Nevertheless some of the reporting and accounting systems the warehousemen are required or desired to use are difficult and exacting, and require more time than the account is entitled to under the rates for the service. To forestall complaint in this respect, quotations for or embracing service should be very specific, and if found not adequate the storer should be advised with an opportunity to amend before the business be discontinued or the service allowed to deteriorate.

There is no question in my mind that the system of distribution through public warehouses is the cheapest and most efficient means available today to the manufacturers and dealers and that it effects great savings every year, but there is no denying that some of the services performed ought to be properly classified and enter into the ratings, and that a very much greater degree of uniformity than now exists ought to obtain in relation to accounting, billing, etc., whether the warehouse be located in Maine or California, I think it would have the effect of increasing the business materially, compensate the warehouseman, and save time and money for everybody.

While the storer or distributor usually deals with a comparatively small number of warehouses, the warehouseman usually deals with a thousand or more storers, hence it is almost an impossibility for him to successfully and accurately carry out a number of systems. It certainly is the duty of the storer to keep his own books and accounts, but as to goods entrusted the warehousemen, it is also certainly up to the warehousemen to supply in a standardized form the necessary data covering disposition of them.

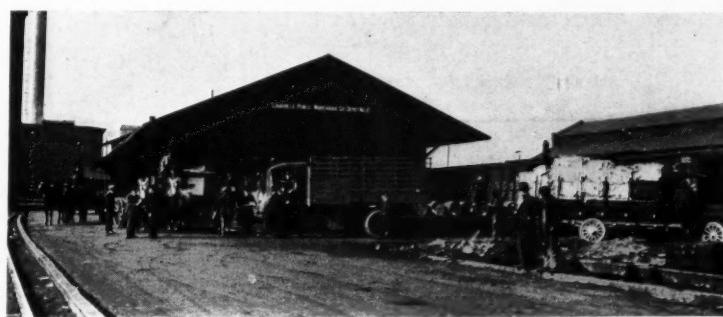
C. L. CRISS,

Union Storage Co., Pittsburgh, Pa.

Also Secretary of the American Warehousemen's Association.

THE economy and convenience of shipping L. C. L. in pool cars is evidenced by the increasing popularity of this manner of shipment.

During the last few months the Louisville Public Warehouses, Louisville, Ky., operating in conjunction with the Universal Forwarders, Inc., New York, have been shipping thirty cars a day to stated points throughout the country, and the accompanying illustration shows a typical scene at the shipping point. The shed of which only one end is shown is 100 x 200 ft.



Editor's Page

Suggestions Are Constructive

ONE of the most significant thoughts expressed at the recent meeting of the American Warehousemen's Association was the need of preserving, recording and correlating the acts of the numerous associations which are dealing with the problems of warehousing throughout the country. In fact, the American Warehousemen's Association went much further than to suggest the advisability of such procedure. Two resolutions were introduced, one by the household goods division, which sought to provide for the codification of all acts relative to their branch of the business, and later on, in the joint meeting of the association, a motion was made to investigate the advisability of providing a central bureau of information on which the members might draw as their needs require.

These two resolutions are both excellent in their endeavor to make more permanent and definite all the work of the conventions. It

means a great deal for men to travel across the entire continent to attend a meeting, and they should have every opportunity of profiting from the proceedings. Moreover, the successive and recurrent acts of an influential association constitute in themselves the law of that industry, and as such should be codified with the same care as the law of the nation.

The index to the proceedings of a single association, be it either national or sectional, is not in itself sufficient to reveal a synoptic view of the entire case, and the plan of the American Warehousemen's Association, as we understand it, is to introduce into their code book all relative matter considered by other bodies working in the same field.

We consider this one of the most constructive suggestions that has been made in a long time, and sincerely trust that the committees appointed may find means and methods of pursuing this work.

Sell Space, Give Service and Charge for It

THE handling, storing and distribution of agriculture implements has been one of the biggest problems before the warehouseman located in distributing centers and farming districts for several years. Many such warehousemen claim that a profit showing rate on this class of goods is not obtainable, especially in a fireproof building. This is so in one respect, and that is because many warehouses are handling these goods by following the old method of charging a very low rate, and one-half the summer rate for winter storage. Besides this few warehousemen handle these goods in what can be termed businesslike.

Why is it that this class of storage is in most cases being handled by the old method adopted 10 or 15 years ago?

Why is it that the warehouseman allows the manufacturer to penalize him, thus reducing the rate one-half during the winter months?

Is it that the goods require less space during this time, or is it that the warehouseman who leases his building receives a reduction of one-half on his rent during this period, or is it that his expenses are reduced such a proportion during that period?

No, it is because he has never gone deep enough into the details to have this class of business placed on an efficient basis. Naturally the manufacturer is satisfied to pay the same rate he did years ago.

Now, the activity of a warehouseman is to sell space, give service and charge for it. This has been one of the principal topics brought up at practically every warehousemen's convention during the last few years; committees have been appointed to study the various conditions, so that a warehouseman can make a fair profit on his investment by basing his charges on a scientific rate making system.

The storage of farm implements offers a big field and could be made a profitable business if it was operated and on a space and service basis. Therefore wouldn't it be advisable for such warehousemen to get together, discuss this subject and appoint a committee for each section of the country, whose work it would be to formulate a standardization of basis of rate making, thereby enabling the warehouseman to base his rates on a scientific method which would give him a fair profit on his investment and make this business more desirable?

All General Warehouses Must Be Licensed

Regulations Issued Governing Warehouses Handling Food

IT is now essential that all general storage warehousemen handling foodstuffs shall become licensed with the United States Food Administration. Besides this, the warehousemen are to follow the regulations set down by that department. Following is given the definition of a general storage warehouse, public general storage warehouseman and public and private general storage warehouseman, and regulations for this class of warehouses as issued by Herbert Hoover, United States Food Administrator, to cover the handling of foodstuffs being stored:

A. DEFINITIONS.

General Storage Warehouse—A general storage warehouse shall mean any building, portion of a building, or yard in which general merchandise is stored.

Public General Storage Warehousemen—Any individual, firm, corporation or association engaged in the business of maintaining and operating a general storage warehouse for hire or compensation shall be called a public general storage warehouseman.

Public and Private General Storage Warehousemen—Any individual, firm, corporation or association which combines a public general storage warehouse business with the storage of commodities which directly or indirectly it owns, deals in, or otherwise has an interest in, or the storage of commodities which are owned, dealt in, or in which an interest is held by any individual, firm, corporation or association which directly or indirectly controls its operation, shall be called a public and private general storage warehouseman.

NOTE 1: Under definition 3 a warehouseman making advances on goods in his warehouse shall not be considered as thereby acquiring an interest in said goods.

NOTE 2: When a person rents a room or rooms from a general storage warehouseman and the latter has no control over the goods stored therein, the lessee and not the owner of the warehouse is deemed to be the warehouseman in respect to the particular space rented.

B. REGULATIONS.

Rule 1—Unreasonable Charges Prohibited—The licensee shall not store, distribute, or otherwise handle any commodities on an unjust, exorbitant, unreasonable, discriminatory or unfair warehouse charge.

NOTE: A car lot shall be the storage unit, and any discount from a car lot rate for a quantity in excess of a car lot will be regarded as discriminatory.

A "car lot" as above used means a carload as prescribed by the Official Railroad Classification.

Rule 2—Ownership or Dealing in Stored Goods by Public General Storage Warehousemen Prohibited—No public general storage warehouseman shall either directly or indirectly own or deal in any commodities stored in any public general storage warehouse, except commodities that are legally acquired for charges or advances made.

NOTE: A general storage warehouseman does not have to have a wholesaler's or jobber's license to sell stored goods in order to protect a lien on said goods acquired for advances or charges.

Rule 3—Warehouse Receipts Must Indicate When Licensee Is Acting as Public and Private General Storage Warehouseman—Licensees who are classified as public and private general storage warehousemen shall clearly indicate the dual capacity on all warehouse receipts issued.

Rule 4—Only Food in Good Condition to Be Stored—The licensee shall not receive for storage or keep in general storage warehouse any food products which are apparently diseased, tainted or otherwise unfit for human consumption.

Bridge Traffic Order

A new traffic order, prohibiting horse-drawn vehicles from crossing the Manhattan Bridge, New York City, east-bound between the hours of 7 a. m. and 10 a. m. and diverting them to the Brooklyn Bridge, was made effective Dec. 19, 1918. Besides this the order specifies that horse-drawn vehicles will be excluded westward, that is from Brooklyn to New York between the hours of 4.30 p. m. and 6.30 p. m. During the latter hours the horse-drawn vehicles are also to be diverted to the Brooklyn Bridge. This order was put into effect to assist in relieving the traffic congestion during the hours mentioned.

May Cut Freight Rates

It is understood that substantial reductions in freight rates on the Government controlled railroads would be effected by the Railroad Administration within a short time. This was one of the points brought out when Director General McAdoo discussed the railroad situation on December 18.

N. Y. F. W. A. Gather at Aldine Club Jan. 20 Important Topics to Be Discussed at Annual Meeting

THE twenty-second annual meeting of the New York Furniture Warehousemen's Association will be held on January 20 at the Aldine Club, in the Fifth Avenue Building, Twenty-third Street and Fifth Avenue, New York. As has been the custom of the association, the business session will begin at 3 p. m. While the association had a record attendance at last year's meeting, it is expected that because of the many important subjects to be presented this year's will be larger.

The afternoon session will be given over to the reports of the various committees and the election of officers, after which the rest of the season will be open to general discussion to all members and guests. While the program as to the topics to be taken up has not as yet been laid out, it is expected that such important subjects as what the reconstruction period means to the warehouseman, how economies may be practised in various departments of the warehouse, and other such topics which are of vital interest to the industry, especially at this time, will be discussed.

Following the business session the members will participate in a dinner which will be served in the club rooms at 7 p. m. This will be followed by an entertainment, thus assuring all who attend a most interesting evening.

The members should make reservation for themselves and guests as early as possible, as this will materially aid the committee. All reservations should be made to Chas. S. Morris, secretary, 39 West Sixty-sixth Street, New York.

New System for Tobacco Shipments

To permit the full utilization of equipment in the shipment of tobacco it is expected a standard hogshead will be adopted which will allow double tiering in freight cars used for this purpose. The details are being worked out by the Director General in conjunction with the War Industries Board. Under the proposed system, instead of requiring 50,000 freight cars to handle 1,000,000,000 lbs. of tobacco, it is understood the same amount can be transported in 32,000 freight cars by using a standard container.

The effort now being made is to adopt a standard hogshead 46 x 48 in.

Proposed Store Door Delivery Dropped

Plan Is Not Necessary Now That Armistice Has Been Signed

ALTHOUGH all preparations have been completed for the installation of "Store Door Delivery" in the city of New York, advice has been received from Washington to the effect that a conference was held there during the week of December 21, and a conclusion was reached to the effect that it will not be necessary to install this plan now that the armistice has been signed.

It has also been learned that Director General of Railroads McAdoo, who has contemplated this plan as a war measure, feels that it should not be entered upon without a new consideration from the standpoint of peace conditions, and that it would not be expedient for him to attempt such consideration, especially at this time. This, it was suggested, does not mean that Mr. McAdoo does not recognize the possibility of adopting store door delivery to the present conditions.

This decision apparently brings to an end for the time at least the investigations and planning that have been under way since April, 1918. But, judging from recent comment, this decision from the Director General does not come altogether as a surprise. And, while on several occasions it has been declared the plan was ready to be put into operation, there was always some new and not always explainable delay which would arise to prevent it.

In connection with the decision reached at Washington, an opinion has been advanced that possibly it is based upon the disinclination of Mr. McAdoo to put into operation a scheme which possesses many features representing radical departures from past usage at a date on which he is soon to retire from office. Such action, it has been asserted, might better be left to his successor, and for this reason concerned. The truck owners have many advocates for store door delivery are not expected to regard this decision as final. When the new Director General becomes acquainted with his duties, it is the belief of many who have been connected with the working out of the various details of the project that steps may be initiated to have the plan adopted.

The agitation of "Store Door Delivery" in New York has been current for over six months. The various details of the plan were worked up and strongly urged by a member of the Interstate Commerce Commission, who had been sent to that city to make a study of freight conditions. The future looks dubious.

plan was to originally have been inaugurated during the month of August, this date later being changed to December 1. Then with the signing of the armistice interest in the matter declined. The scheme was not abandoned, but owing to the improvement in traffic conditions its need was less urgent.

When the movement of war freight was at its height it was counted on to relieve the pressure on the railroads and at the same time reduce the time and money loss in having teams and trucks wait in line at the terminals for hours to get one or two packages. Recently the volume of traffic has declined, and the plan is not held to be so desirable as when it was first advocated. Therefore this may be taken as a foundation for the belief that the movement has reached an end.

Establishes Truck Line

The General Storage & Cartage Co., Detroit, Mich., has established an overland haulage truck line service and is now operating a fleet of twenty-six motor trucks between the cities of Detroit and Pontiac. The company handles only heavy goods on the Pontiac run, taking nothing less than half a ton from any shipper. Thus far the trucks have usually been able to return with a full load. Most of the goods on the return trip are secured under contract from large manufacturers and shippers.

The General Storage & Cartage Co. also operate five large warehouses in the city of Detroit, one being specially equipped for the storage of oils.

Future of R. L. B. Dubious

With the dissolution of the Massachusetts Committee of Public Safety, which was to have contributed \$2,000 toward the establishment of a fund to put into operation a return loads bureau, it now looks as if that scheme was dead as far as the Bay State is concerned. The truck owners have made investigation and recommended that a bureau be established. To assist in this they pledged \$1,000. The Boston Chamber of Commerce also investigated the matter thoroughly and reported favorably, and are now planning to appropriate a similar amount. Besides this, the Public Safety Committee says it is willing to contribute \$2,000. The details are now being worked out by a committee on transportation at the Chamber of Commerce, but without the support of the State funds, which will not be available unless the Governor and his council authorizes such an expenditure, the

new schedule gives a 25 per cent increase.

Federal Aid for Hudson Tunnel Rejected

Senate Committee Declines to Approve Appropriation

FEDERAL assistance of \$6,000,000 to build the proposed vehicular traffic tunnel under the Hudson River between New York and New Jersey was unanimously disapproved by the Senate Committee on Interstate Commerce at its session held December 12. This decision was reached after a hearing accorded Senator Calder, representatives of the Joint Tunnel Commission of the States of New York and New Jersey and other advocates of the tunnel scheme.

The committee's disapproval affected only participation in financing the tunnel project, although it was intimated that the bill with the appropriation feature eliminated and either private or joint state construction substituted probably would be supported favorably.

One of the principal witnesses before the committee was Major-General George Goethals, builder of the Panama Canal, who had been called by the Joint Tunnel Commission of New York and New Jersey to pass on the technical aspects of the project. Gen. Goethals said the military value of such a tunnel would be important.

"If we had such a tunnel the Government could have expedited the handling of its transports," he said. "Such a tunnel would expedite the handling of the mails also."

Gen. Goethals explained that he had passed on the question of whether the New York and New Jersey shores ought to be connected either by bridge or by tunnel. "I decided against a bridge because it would be an obstruction to navigation," he said. "If destroyed in time of war it would block navigation. A vehicular tunnel project would relieve congestion where a bridge would not, and fogs and ice would not be the terror to traffic that they are now."

Increased Rates Granted

The public service commission has authorized higher storage rate for the Henry Coburn Storage & Warehouse Co., the Central Public Warehouse Co., the Indianapolis Warehouse Co., and the Tripp Warehouse Co., Indianapolis, Ind. The new schedule was asked for by the warehousemen in a petition filed in October, 1918, and is practically the same as the Chicago storage rates, approved by the Illinois public service commission. The new schedule gives a 25 per cent increase.

American Chain Holds Annual Meeting

Committee to Investigate Cost of Handling Pool Cars

THE seventh annual meeting of the American Chain of Warehouses was held at the McAlpin Hotel in New York City on Dec. 3. There were eighteen men in attendance when the meeting was called to order, and these represented every section of the country. The roll call showed ninety-three active members in the chain, and there were many incidents told expressive of the benefits resulting from such membership. One very excellent effect of the reciprocal relations existing between the members of this chain was shown by the reduced amount of traveling necessitated. Several members testified to the effect that the spirit of association was so strong that they could refer business matters in a distant city to the resident chain member in that city and in most cases secure as prompt and efficient action as if they were to travel to that city themselves. This spoke volumes for the fraternal sentiment on which the American Chain operates.

It was greatly regretted that Mr. Frank Rochambeau, the secretary, was confined to his home with illness, and Mr. Greeley, who presided, read an invitation to the members to call on Mr. Rochambeau at his residence if they could find the opportunity.

The reports of the officers were read by Mr. Cassidy and Mr. Gibson, and on motion of Mr. Lovejoy a committee consisting of Messrs. Wilson and Cotter was appointed to investigate the cost of handling pool car shipments. This is a very timely subject, in view of the increasing popularity of this class of shipment, and it is hoped that the findings of this committee may in some way be made public.

Government Not to Purchase Bush Terminal

It has been recently learned that the property of the Bush Terminal Co., New York, consisting of most of the warehouse space and eight piers which were taken over by the Government, will not be purchased by the Government, as had been originally planned. It was the opinion expressed by Lieut.-Col. John S. Dean, of Kansas, who is in charge of the work in connection with the utilization of the property by the Government that this property will be used by the Government for another year and a half or perhaps two years.

According to Lieut.-Col. Dean, the Board of Appraisal decided on an an-

nual rental of the property of \$2,163,819.30, of which \$1,077,692.74 is to go to the Bush Terminal Co., and \$1,086,126.68 to the tenants who occupied that part of the plant which is being used by the Government for the handling of army supplies.

Want Higher Rates

Because of an informality in the required legal notice, Commissioner Devlin was compelled to postpone the hearing which was to be held on Dec. 2, on the application of the Associated Terminal Co., and other warehouses in San Francisco for leave to charge higher rates.

Owing to the fact that the law requires that every person who has any goods in storage in any of the warehouses must receive timely notice of the hearing, the counsel for a large number of exporters and importers, protested against an immediate hearing. To this Clarence Durbrow, counsel for the Warehousemen's Association, consented.

The application calls for an increase in the charges for handling and weighing grain and other merchandise in warehouses, and means, if granted, that the wages of the men doing this work will be increased 12½ per cent, or from \$4 to \$4.50 per eight-hour day. The approximate increase in the income of the warehouses will be 7 per cent. It is expected that the warehousemen will be given a hearing on their application within the very near future.

Horses Cheaper Than Mules

According to statistics recently issued by the Government, mules are estimated of higher value for war work than horses. Following are the figures given to purchasing agents for the two kinds of animals: Mules, wheel, \$228; lead, \$189; pack and riding, \$184. Horses, cavalry mounts, \$161; light artillery, \$188; heavy artillery, \$221; young horses, \$142.

Truck Tax in California

Motor truck transportation of freight throughout the State of California is to be taxed unless there is legislature relief. This was the warning given out at a meeting of the Motor Truck Club of California, held in Los Angeles Dec. 8. It has been recommended that a general tax be prorated among the cities and counties through which the vehicles operate.

The Motor Truck Club will vigorously urge that modern legislation be enacted to assist in the development of motor transportation instead of restricting it.

Will Route Freight by More Direct Lines

Scheme for Facilitating Movement of Goods Effective Jan. 1

BEGINNING with the first of January, the railroads in the Eastern territory will inaugurate a system of freight shipments which is expected to advance the convenience of shippers considerably, and at the same time prove more economical to the railroads. The new system is to establish a designated day in each week, or oftener if necessary, when cars will be routed through direct to given points. These cars will be filled with the freight destined for such points, or if the cars are not fully loaded they will, nevertheless, be sent on the day appointed. Where the latter condition occurs often, the period of direct shipment would be lengthened.

This new plan is expected to operate to prevent the roundabout routing which now occurs when packages are shipped upon receipt from the shipper, but frequently by routes that involve delays at transfer points or circular routing, which keeps the freight on the road much longer than is necessary.

On the other hand, this system will greatly increase the number of full cars that are routed through, and in this way will reduce the amount of breakage as well as the danger of losses through pilfering. It is believed that, while there may seem to be some delay due to the fact that the days of shipment will not be as frequent as might be desired by shipping interests, the net result will be a decided saving in the time of actual transit in addition to greater safety and security of the freight.

In the case of important points the shipments will of course occur every day, cars being started as usual because the volume of freight will warrant this frequent service. In other instances the question of frequency will depend upon the amount of business done between the various points. This has already been the subject of elaborate study, and charts and maps have been prepared for the purpose of affording detailed information regarding the precise tendencies of the freight movement of the present time as well as affording a basis for working out the number and frequency of the shipments that can economically occur. These statistics which have been prepared show that there have been not only considerable losses, but also serious delays in the transmission of freight, due to the fact that the present system has not been systematized sufficiently.

Can Distribution of Farm Implements Be Made Profitable?

Merchandise Warehouseman Gives Satisfactory Service as Manufacturer's Agent — Constructs 4000 Bins to Handle 6000 Spare Parts

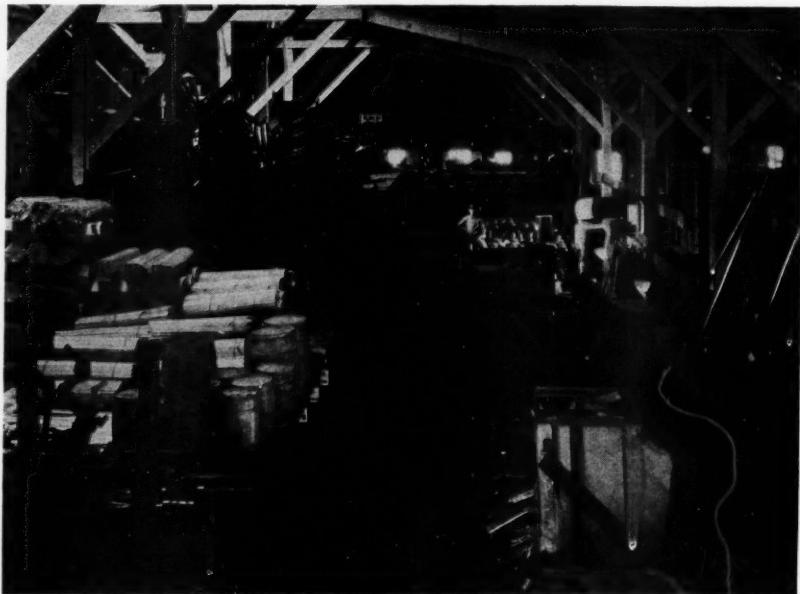
THE handling, storing and distribution of farm machinery is an activity carried on by many merchandise warehousemen located in distributing centers, and while this class of business has always been looked upon as a losing proposition by the majority of warehousemen, it offers a big future with a good profit for the warehouseman thus located, if he bases his rates on the floor space utilized, the actual labor and operating costs instead of allowing the manufacturer to tell him what rate he should charge for space, labor, etc., as is usually the case in the method employed at present.

Investigation shows that few warehousemen handling this product receive what can be termed a fair profit on their investment, and in many instances this class of goods is actually being handled at a loss to the warehouseman.

This line offers a wonderful opportunity for the warehouse at a distributing center as may be seen by the enormous stocks carried at some of these plants. Some warehouses have allotted whole sections of their buildings for the storage of this line, many of them handling parts ranging from the smallest screw to the large machines such as mowers, harvesters, corn and grain binders and manure spreaders. Besides this some of these warehousemen have constructed special racks, and in some cases have had as many as 4000 separate bins constructed for the storage of as many parts. A warehouse having such facilities, have in storage on an average of 6000 separate parts.

Warehouseman Acts as Manufacturer's Agent

During the last 10 years manufacturers not centrally located, and even when they have been located at a distributing center, they have looked to the warehouseman to handle their products, very often one such warehouse will store, handle and distribute to a territory ranging within 25, 50 and even 100 miles from the plant. In fact the warehouseman acts as the manufacturer's agent in that territory, receiving large shipments which include a stock of every part used in the construction of farm machines, keeping the necessary



To give the implement manufacturer adequate facilities, the Terminal warehouse has constructed 4000 special bins for the handling of spare parts

records and the shipping of these goods to the customer at the manufacturer's order. Thus the warehouseman plays a very important part in the handling of farm machinery between the manufacturer and the farmer.

The merchandise warehouseman is handling this class of goods entirely to the satisfaction of both the manufacturer and farmer. He is able to do this because he has made a study of the best method of handling the various parts so that the farmer will receive them in perfect condition, and without delay. Besides this other services rendered by the warehouseman to the manufacturer such as giving inventory, etc., have been satisfactory. But with all these points in the favor of the warehouseman, there are few that claim to make a profit on their investment for any one of the numerical details in the handling of these goods.

The reason the manufacturer has turned this work over to the warehouseman and has given him such large stocks of spare parts, having him handle all of the many details in getting these goods to the customer, is because he is centrally located and has more adequate facilities for handling such goods. Besides this he can deliver any part, from the smallest to the largest,

at a few moments' notice, and at a much less cost than were the manufacturer to do this work himself.

For instance, if a farmer is using a certain machine, and a section becomes defective, it will mean a great loss to him unless a new section is replaced at once. And if the farmer does not have a spare part, he immediately notifies the manufacturer, who in turn notifies the warehouse nearest the farmer, to ship a certain spare part direct to the farmer by express. This is done, and the farmer receives the new section the next day and in some instances the very same day.

But with all this efficient service the majority of warehousemen handling farm machinery claim their profits (if there are any), do not compare with the profits they realize from handling other commodities.

Systematic Basis of Rate-Making Essential

Some of the statements made by warehousemen storing farm machinery are to the effect that there is a big field in this line for the warehouseman, but the conditions upon which the goods are handled will have to be changed. Instead of charging practically the same rate as 5 or 10 years ago, the warehouseman will have to base them on the floor space, labor and operating costs. Then this business will be operated on the basis it should be. They agree with the manufacturer as to how the goods should be stored, shipped and the kind of reports that should be made out, but further than this the warehouseman should say what he will store the goods for, and not the manufacturer.

For instance, some warehouses receive \$2 per machine per month for unloading, storage and delivering during the summer months, but because this business slackens up for the manufacturer after Sept. 1, the storage rate is reduced one-half, thus the warehouseman only receives \$1 per month storage, during the winter months. Many claim that this is very poor business, on the warehouseman's part, as his overhead cost, such as rent, clerical force, etc., are the same in the winter as during the summer months. Therefore he should receive the same rate all year round.

Besides handling the goods on this basis other warehouses have contracts with the manufacturers to the effect that the warehouse agrees to receive as full compensation for receiving, unloading, storage, reshipping, reporting, and for all other services under the contract, a commission agreed upon by both the manufacturer and the warehouseman. The compensation or commission as it is called on these contracts, are usually not sufficient to pay for the labor of receiving and reshipping not to mention the cost of storage, reporting, etc. In fact these contract rates are invariably so low that it is almost impossible to make a profit.

Another method of handling farm machinery is on the basis of renting space to the manufacturer, and charging an additional rate for receiving, reshipping, reporting, etc. Warehousemen handling the goods on this basis usually make a fair profit, if their rate is made so that they will receive a certain percentage as a profit on their investment, but to date few warehousemen have any conception of such operating costs so that they are able to do this.

A warehouse that handles this business on both the contract basis, and by the renting of space to the manu-

facturer, is the Terminal Warehouse & Transfer Co., Philadelphia, Pa. This warehouse has made a specialty of handling farm machinery, having constructed special racks and bins for the storage of various space parts, etc. At present the company is handling over 6000 parts for thirteen manufacturers, some accounts being on the contract basis while others are handled on the space basis. This company operates several warehouses in the City of Philadelphia. A floor in one of its largest warehouses has been allotted to the handling of farm machinery, with a man in charge who does nothing else but take care of this floor.

While the rates charged by the Terminal warehouse are considered fair to those of other warehouses in many parts of the country, they are not sufficient to enable the company to make a good profit on this class of storage. The rates charged by the Terminal company on the contract basis are as follows:

Peg tooth Harrows, complete with bar, per sec.	\$0.15	Spring Tooth attach. separate, each.....	.15
Spring tooth Harrows, complete with bar, per sec.		Orchard Harrows, extensions, separate, each.....	.15
Disc Harrows, complete.....	.30	Potato Diggers.....	1.25
Land Rollers, complete.....	1.00	Side Delivery Rakes.....	1.50
Riding Cultivators.....	.25	Manure Spreaders.....	3.00
Walking Cultivators.....	.60	Lime Hood, separate.....	.30
One Horse Cultivators.....	.40	Hill Brake, separate.....	.30
Grain Drills, complete.....	.15	Plow, shovels.....	12½
Grain Drills, fertilizer complete.....	.75	Plow, repair, each.....	.11½
Grain Drills, fertilizer complete or plain.....	1.00	Potato Sprayers, 1 and 2 horse.....	1.00
One Horse.....	.30	Potato Planters.....	.75
Garden Plows, complete.....	.15	Potato Cutters.....	.35
Hand Carts, all kinds.....	.15	Hay Loaders.....	1.50
Weeders, Walking.....	.25	Lawn Mowers, hand.....	.15
Weeders, Riding.....	.40	Corn Shellers.....	.25
Plows, complete, 1 horse.....	.20	Corn Markers.....	12½
Plows, complete, 2 or 3 horses.....	.25	Wheel Barrows.....	12½
Plows, complete Riding, single or double.....	.75	Center cut attachments, separate.....	.15
Mowers, each.....	1.25	Frame Extension, separate.....	.30
Rakes, each.....	.60	Slow feed, separate.....	.15
Reapers, each.....	1.25	Fast feed, separate.....	.15
Tedders, each.....	1.00	Combination Harrows, per sec.....	.20
Harvesters and Binders, each.....	2.50	Sulky attachments.....	.15
Corn Binders, each.....	2.50	Grain Binders, complete.....	2.50
Knife Grinders, each.....	.15	Rigs, separate.....	.15
Spike Tooth Harrows, each.....	.40	Transport Truck, separate.....	.30
Pkgs. printed matter, each.....	.05	Bundle Carriers, separate.....	.30
Agency signs, large.....	.15	Tongue Truck, separate.....	.30
Agency signs, small.....	.10	Canvas Cover, separate.....	.15
Binders' twine, per bale, 50 lb.05	Drill Attachment.....	.30
		Tongue Truck Pole, separate.....	.15
		Tandem Attachment.....	.60



The Terminal Warehouse & Transfer Co., Philadelphia, Pa., has allotted the entire eighth floor of this building for the storage of farm machinery. The warehouse handles this business both on the contract and space basis

Personality an Asset



Why shouldn't the name of Smith suit him, his business was not a soulless corporation or an elusive syndicate

"I WAS thinking," said Caleb Barker, Jr., the coming factor in his father's big warehouses, to his friend and preceptor Michael Aloysius Callahan, "that we ought to give some fancy name to our new uptown warehouse, something distinctive and descriptive, and I was wondering what you thought of calling it the 'Beaux Arts Fireproof Storage Warehouse?'"

Callahan knocked the ashes from his pipe, recrossed his legs, looked at Caleb, Jr., through half closed eyes and asked, "Your dad ain't been sent to jail has he? You aren't being sued for short-changing a blind man or breaking a widow's heart are you? Then why in the name of common-sense isn't 'Barker' good enough for the finest warehouse ever built. Look here, my boy, I've got the names of two saints and the Callahans were Kings in Ireland a thousand years before the Hohenzollerns spoiled the business and I have never seen the time when I felt I had to masquerade under any of them pullman car names. The only names that have to be changed are the ones that the state has substituted a number for at some time in the past.

"There are a hundred people in this country who know Mike Callahan to one that would recognize the warehouse if they saw it. It's Callahan that goes to the conventions, it's Callahan who does the talking to the motion before the house, and it's Callahan who sets up the booze at the outings for those whose taste runs that way.

"And when the boys get home to their own home town and begin to consign car lots of household goods

to this here 'burg' I want them to find 'Callahan' in big type in the 'Shipper's Index' and not have to guess whether I am 'Hercules' or 'Hector' or the 'Every Ready' or the 'None Such.'

"No, sir. C-A-L-L-A-H-A-N, Callahan, that's me—I am not even a soulless corporation or an elusive syndicate—I am here in flesh and blood to take the blame for anything I do wrong and the deck of Liberty bonds that I bought from the pretty little blue eyed girl during the last drive are in me strong box to guarantee any job I undertake.

"Now the point I want to drive home to you Caleb is this,—There is only one thing you have that your competitors can't duplicate or that bad luck can't take from you and that is your own personality.

"You may have the biggest and best warehouse in town but next week the millionaire brewer with a eight-story idle beer-making joint, may decide to alter his building and go after you, what chance has he got when every last man throughout the country has the name and fame of Barker indelibly written on his memory.

"When I was a boy there was a fellow I knew who made churning—his name was Thompson and his churning were 'Thompson's Churns.' He was doing well and his churning were known wherever cows gave milk, as good churning. But those were the days of consolidation and trusts, and one morning the promotor of the International Churn Co., Inc., with a paper capital of \$10,000,000—came along and of-

The Value of Acquaintance

A DISCOURSE on "What's in a name" in which are revealed a number of very good reasons why when a man has a good reputation among his fellows he should use it without shame and without resorting to the tricks of the "movie" actress who changes from Maggie Schultz to "Vivian Le Fay" as she crosses the barrier between her real life in an 8 x 10 hall room to her film life as an heiress to millions.

ferred Thompson a million worth of that paper for all the goods, chattels, patent rights and good will in the Thompson churn business, and Thompson, with an eye to an easy old age on a hundred acre farm with a couple of lively trotters in the barn, bit; and in less than two years his steel engraved stock was worth somewhat less than the wall paper that comes in rolls.

Right to Own Name Is Inalienable

"Did Thompson go to the county for his lodgings? He might have if he had spent his prime in making famous the 'Eureka' churn, but the courts ruled that a man's right to his own name was inalienable and he sold his trotters and tore out their box stalls, and in his barn began to make the 'Improved Thompson Churn' which to-day is turning rivers of 18 cent milk into mountains of 60 cent butter.

"Yes, Caleb, the good book says, 'a good name is better than great riches' and the name you get from your father is good enough for you to hang on the finest bit of concrete and terra cotta that ever because a nuisance in a 'select residential neighborhood.' Keep it clean my boy, that's all—and then the older it gets the more it's worth, like that Chippendale furniture that we moved for the Van Dyckman's last month and that broke almost as you touched it, but the beauty of a good name is that it doesn't lose its strength like the furniture.

"And there's one more thing about this personality—the grasp of your hand and the gleam in your eye are better friend makers than a ream of correspondence.

"Get out among 'em—I was visiting a successful warehouseman a short time ago and he drove me around his city to show me how much of it he owned. Talk about the old buggy days when a man drove his horse

with one hand and courted his girl with the other! When this fellow wasn't shifting his gears, he had one hand on the steering wheel and the other working back and forth like an Eyetalian general driving down Michigan Avenue, during the late war. Every man in town he knew by name and what was a great deal more important—everybody seemed to know him and he was glad they did. Was the fellow's success an accident or wasn't it because he was the flesh and blood embodiment of the name that was painted on every van and truck in town?"

Capitalize Your Personality in Business

"The cloak and suit salesman who puts his picture on his calling card and sends it in advance of his call with the inscription, 'This is Abe Cohn—he is on his way to see you—don't forget his face,' may go too far, but notice I say "may" because these fellows have an awful lot of competition to meet and it has made them pretty good judges of humanity.

"Be as modest as you like at home—let the wife be the whole thing, and then some; but in business capitalize your personality for every cent it's worth.

"Use some taste, of course, because the exploitation of some personal qualities is disgusting. There's nothing more sorrowful in life than to see a monstrosity in a circus side-show earning his living by showing his deformity, but a ringing laugh, a ready wit, and a jovial greeting are things folks like to remember.

"The biographies of Julius Caesar, Napoleon Bonaparte and Teddy Roosevelt are made up largely of the little personal things they did and said, and when the smoke of battle is over the speech that Pershing made at the grave of Lafayette will be better remembered and more widely understood than his tactics at Chateau Thierry."

The Modern Method of Transporting Merchandise in China

THREE are many ways of transporting goods other than the padded van method, and those of us whose lives have been spent in great metropolises have little idea of the difficulties in getting to the market many of the staples which are looked upon as the necessities of our daily life.

The accompanying picture shows the manner in which tea is started from the Chinese plantations on the first stages of its journey to the markets of the world. The loads which these coolies carry seem incredible and the method in which they are balanced so as to enable the carriers to traverse mountainous trails is very ingenious.

The balancing, in fact, is in accordance with the same principles employed by the U. S. Army, and it is interesting to note that those we regard as half civilized have arrived at the same principles as have the experts of our War Department.

We have no figures as to the wages paid these men, what their hours are or whether they have a union. However, the expression on the man in the foreground does not reveal complete contentment.



Keep Your Truck From Freezing

YOUR PROFIT ON MOTOR EQUIPMENT IS GOVERNED
BY THE EFFICIENCY WITH WHICH IT IS OPERATED

Solutions Made From Wood or Denatured Alcohol Are Most Popular Anti-Freezing Compounds—Some Trade-Marked Preparations Can Also Be Used to Advantage

TO realize a profit on the operation of motor truck equipment, the warehouse and transfer man must receive as near 100 per cent of the efficiency of his motor truck as possible. This efficiency governs the income; in fact, regulates the profits. The care of the motor truck, especially that of the cooling system, should be given particular attention now that the winter months are with us. To operate a truck during any degree of cold, without the water freezing in the radiator is, of course, limited, unless some anti-freezing mixture is used with the water.

To prevent the water freezing in the radiator there are three general compounds, one a solution in water of alcohol or glycerine, or a mixture of the latter two. The other solution which can be mixed in water is calcium chloride, which is a dry salt. The latter solution sometimes contains small amounts of other substances, such as salt, sugar or syrup, or sal ammoniac. Kerosene and other similar oils, without mixture, are sometimes used.

Kerosene, while it has a lower freezing point and a higher boiling point than water, is dangerous to use because of the inflammability of its vapor and its high and uncertain boiling points, which might lead to serious overheating of the engine, or even the melting of the solder in the radiator. Kerosene has a marked solvent action on rubber parts. With these facts it can be clearly seen that this solution should not be used.

Alcohol Is Easily Handled

The alcohol-water type is the most popular of all the solutions used, and is generally not sold under any trade name. The advantages of alcohol are that it is very easily handled and that there is no action on any of the metallic parts of the circulating system. The disadvantage of alcohol, especially at this time, is the price. During the last few years there has appeared on the market a number of anti-freezing compounds, some of which can be used to advantage by following their directions, while others make startling claims as to their effectiveness and their lack of injurious effects.

The effectiveness of all properly prepared mixtures, that is, their ability to prevent freezing, needs no discussion. The injurious effects that some of these solutions have on metallic parts cannot be too safely guarded against. The alcohol solution will not exert a greater corrosive action than water itself. This fact has been established by practice. Wood alcohol, however, sometimes contains free acid, such as acetic acid, which is objectionable for this reason. Wood alcohol should never be used unless it is known to be free from acids.

Calcium chloride compound exerts a greater corrosive

action than water on the water jacket, on the solder in the radiator, and on aluminum, which is very often used in manifolds, pumps and headers. While the effect of this compound on the water jackets may be neglected, as these are generally sufficiently heavy to permit considerable corrosion without being weakened, it may be serious on the soldered joints. Calcium chloride solutions will corrode aluminum very rapidly. The effect is variable, depending on the kind of aluminum used. Blisters will appear on ordinary rolled sheet aluminum and will have a tendency to break the metal separators into scale or plates of corroded aluminum which opens up like the leaves of a book. A test recently made by the Bureau of Standards, Washington, D. C., showed conclusively that corrosive action will be very serious. It is, therefore, very difficult to reconcile such results with a current statement that the effect of calcium chloride solutions on aluminum is not very serious.

Troublesome Effects of Calcium Chloride

Still another troublesome effect of calcium chloride solutions experienced, when small leaks occur either in the radiator or connections, is that it will cause the solution to come in contact with spark plugs and ignition wires, and in some cases the drops of solution may be carried back on the engine in a more or less atomized state, assisted by the fan when running. The salt, which is deposited when the water evaporates, is very difficult to remove, and when it cools it absorbs water and becomes a good electrical conductor, short-circuiting the spark plugs and sometimes making it impossible to start the engine. This difficulty usually disappears when the engine is heated up.

Besides this there is also the possibility of some of the water boiling away, which may result in the deposit of large crystals in the radiator as the solution cools. This may prevent effective circulation. Regardless of these objections, many reports have been received to the effect that calcium chloride solutions have been used for a number of years in the same radiator without producing apparent corrosion. Nevertheless, calcium chloride solution cannot be recommended as safe, and therefore should not be used where any aluminum is used in the cooling system.

Alcohol Must Be Replaced Frequently

The chief advantage of the calcium chloride compounds is that they are not volatile. These solutions can be kept practically uniform by adding water from time to time. Unfortunately this advantage is not true with alcohol solutions, because the alcohol continually boils out and

must be replaced frequently in order to maintain the proper proportion. Glycerine is very often substituted for a part of the alcohol, to reduce the evaporation, but when glycerine is used the rubber connections may be affected somewhat seriously.

Taking a careful consideration of the question of anti-freezing solution for radiators leads to the following conclusions:

When using calcium chloride compounds it should be done with caution, if done at all, on account of the corrosive action.

Kerosene and other such similar oils should not be used on account of their inflammability, high boiling point and effect on rubber.

Such mixtures as glycerine and alcohol are the solutions that can be recommended.

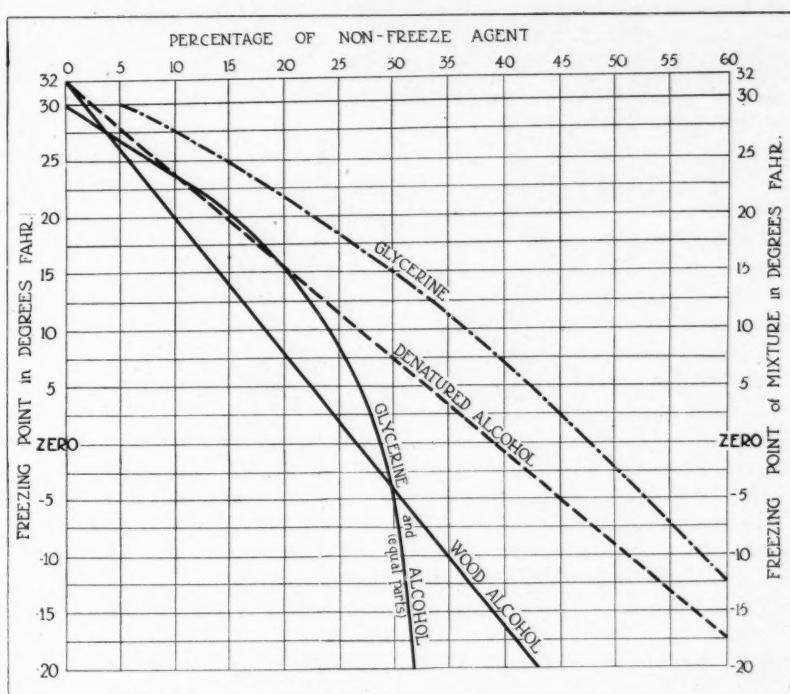
Solutions that are made from either wood alcohol or denatured alcohol are the most desirable anti-freezing solutions to be used at the present time. If the wood alcohol is free from acids there is little choice between the two alcohols. Wood alcohol costs more than denatured alcohol and is more volatile, but its freezing point is such that it allows a less amount to be used, which may counteract the above disadvantages.

When using alcohol and glycerine they are generally added in equal parts to the water, the amount depending on the freezing point desired. When replacement becomes necessary because of the evaporation, it is only necessary to replace with a solution of water and alcohol, as glycerine does not evaporate. One disadvantage of the alcohol-glycerine solution is that there is no way of telling how strong the solution is at any time, and therefore considerable chance is being taken as to whether the radiator will freeze or not. With a straight alcohol compound the strength of the solution can be determined by means of a hydrometer if the solution is cold. This also holds true with the glycerine solution. In the alcohol solution a strong mixture will be much lighter than a weak mixture.

Keep Battery Fully Charged

Where thermo-syphon circulation is used, it is imperative to see that there is plenty of solution in the system so that the solution safely covers the uppermost opening, otherwise the circulation will cease.

The electrolyte or solution in the battery is only liable to freeze under normal condition if the battery is partly or entirely discharged. A fully charged battery will not freeze down to a temperature of 60 degrees below zero, so if the battery is always kept charged there will be no danger whatsoever. A completely discharged battery, on the other hand, will freeze at about 15 or 20 degrees above zero, depending on the gravity of the solution. As this temperature is frequently reached in almost every part of the country, the danger of freezing a discharged battery is quite serious. There is no material that can



The figures at the top of the chart give the percentage of the various compounds that should be mixed with the water to avoid freezing at temperatures between 32 deg. above and 20 below zero. If you're not sure of the capacity of your radiator, this can very easily be determined by draining the radiator and refilling it

be added to the solution to prevent it from freezing, because any found substance would either ruin the plates or cause some other internal disorder.

Extreme cold makes spring and tempered steel parts very brittle and more liable to breakage. This cannot be prevented, but by applying grease, oil or other graphite between the leaves will have a tendency to reduce the liability of breakage to a minimum, because it will remove the other most frequent cause of breakage, rusty leaves. Drain out the sediment trap of gasoline strainer daily. Small amounts of water collect here and after several days a cake of ice forms which will be large enough to stop up the strainer or burst something. A frozen strainer will not leak as a rule until the ice is thawed out, as in a warm garage. When it does thaw out the gasoline will leak out, and this is a fire menace.

Plans for Rural Express in California

A SERIES of conferences with transfermen and motor truck operators have been held in various parts of California with the view of establishing rural motor express along systematic lines by L. A. Nares of Fresno, Regional Director of the National Highway Transport Committee.

One of the first steps to be taken by the Regional Director will be the establishment of return load bureau committees to work direct with the district committees appointed. In California this work will be under the supervision of Chairman Hughon and the California Highway Transport Committee. During the conference it was brought out the wonderful field there is in that state for overland haulage express lines.

How to Earn a Fair Income on Warehouse Investment

*Many Warehousemen Are Handling Commodities
at 20 Per Cent Less Than What They Should Receive—
Base Rates on Investment, Services, Operating Costs
and Space Utilized to Insure a Fair Earning Dividend*

ONE of the principal problems before the warehouse industry to-day is the method of arriving at actual operating costs and the formulating of a scientific basis of estimating labor and storage rates which will enable the warehouseman to realize a fair income on his investment.

This subject was taken up by the Massachusetts Warehousemen's Association, who employed experts to study this situation. After two years of study which involved a financial outlay of between \$10,000 and \$15,000 the members of the association arrived at a scientific method of standardization of basis of rate making which was adopted by that association, and later by the American Warehousemen's Association at its meeting held at New York Dec. 4, 5 and 6. At the latter meeting the greater part of one day was devoted to this subject, which showed that it was of vital interest to all present. During the discussion it was stated by a member of the committee that an investigation showed that many warehouses are handling goods at 20 per cent less than what they should be receiving. The following is the report of the committee, presented at the New York meeting.

The infinite variety of packages offered for storage, varying in weight from 10 to 3000 lb., in size from $\frac{1}{2}$ to 150 cu. ft., and in shape from perfect symmetry to the irregularity of an uncrated piece of machinery; the wide variation in the nature of the commodities and the consequent different requirements as to care, location and handling, and the great difference in value, all combine to make classification a complicated and difficult task. We believe, however, a probable 90 per cent of the goods offered for storage can be properly classified, and in a manner that is practical and comparatively simple for the operating force.

Law and Insurance Regulation Complied With

Where irregularity in weight is combined with irregularity in size of package, as in the case of wool, which comes in packages varying from 90 to 1200 lb. and from 15 to 150 cu. ft., the information attained must necessarily be computed directly on floor space required per package, and applied to the tariff in the form of a commodity rate.

It is all important that the factors used in any classification shall rest on a defensible foundation, and serious consideration has been given to the work along this line, particularly to the questions of height of pile and floor load, and laws relative to use and occupancy when once these two points are fixed. Certainly no classification could be of value that did not comply with the law and the insurance regulations.

The basis of this classification is the floor space utilized, whether occupied by the goods in bulk pile, or with the addition of aisles made necessary for delivery in assortment or by individual package. The floor load table shown herewith is arranged to produce gross earnings of $6\frac{1}{4}$ cents per month per sq. ft. of floor space utilized (assumed to meet average conditions in normal times), but it can easily be rearranged to produce earnings varying by 10 per cent steps to cover any desired earning per square foot, as shown hereafter.

Assortment is probably the most technical part of general merchandise rate computation, accompanied as it is with many complications relative to the utilization of space.

In storing goods in assortment it is generally necessary to make use of entrance aisles leading from the main warehouse aisle in order to make delivery of any particular variety or size in assortment, and this space must be included and accounted for in the storage charge. The amount of entrance aisle space varies with the nature of the assortment but (making allowance for a practical aisle) it is generally within 33 1-3 per cent of the total space utilized, although it sometimes exceeds that amount due to irregular or large size packages.

When it is necessary to modify the rate on any commodity in standard pile for reasons shown in the standard modifications, it is then evident that similar modifications should apply on goods in pile in assortment but not on the excess space devoted to entrance aisles.

Increased Rate to Cover Lost Space

In addition to the space required for entrance aisles and the standard modifications, if any, the loss of space is excessive due to the honeycomb, and the increase in rate to cover this loss should apply to space but not on the standard modifications.

It is true that the revenue of the total space (including entrance aisles) decreases in the direct ratio of honeycomb increase, but it makes little if any of the total space available for other use without a repile of the goods; whereas in standard pile a portion of the total space becomes available automatically as delivery reduces the revenue. Even in car lot quantities of but two varieties that can be stored without the addition of entrance aisles the loss through honeycomb will probably average 50 per cent greater than the loss through delivery from standard pile. On the other hand, the increased rate for honeycomb is accumulating an excess revenue just so long as the original pile remains intact. In theoretical computation, however, this excess revenue as well as the normal revenue is dependent on the fact that the assortment is of a nature that will allow of a full original pile at the height computed.

Many commodities, for one reason or another, cannot be piled 8 1-3 ft. high or any higher than the height of the commodity in standard pile, and it frequently happens goods that can be piled 8 1-3 ft. high, or to the height of the commodity in standard pile, cannot be piled to the same height in assortment, due to the instability of the pile. Commodities weighing more than 30 lb. per cu. ft. in pile can often be piled higher than standard height, thereby creating an excess load on actual space occupied but reduced to 250 lb. or less when applied to the total area of floor space utilized, including the entrance aisles; furthermore, the extent and nature of the assortment governs the amount of space necessary for entrance aisles.

If in a car lot quantity of goods, the floor space required

was the same for each variety or size to account, the computation of an equitable rate would be comparatively simple, but such condition seldom obtains and, while the general trend is toward an increase in entrance aisle space along with the increase in number of varieties or sizes to account up to the point of an aisle sufficient for individual package delivery, yet it appears in some cases that a car lot quantity of goods in assortment, with many varieties, can be stored without utilizing any more space for entrance aisle than a like quantity with few varieties, each of which requires an equal amount of floor space. Many combinations may be cited, each of which requires theoretically for both space and honeycomb a different per cent of increase and, inasmuch as it is not practical to treat each case separately, some arbitrary figure must be used in the computation which fairly represents the average condition under which a certain group or groups of varieties or sizes to account can be stored to produce a similar net revenue per square foot of floor space to that of the same commodity stored in standard bulk pile.

In arriving at a conclusion all of these facts have been weighed and considered in their relation to the customary floor plan of a general merchandise warehouse, in which a main aisle about 5 ft. wide is provided for every 40 to 50 ft. in width of warehouse space, and leading from which a practical entrance aisle must be provided for the assortment.

Individual Package Delivery

Individual package delivery, although it is assortment carried to its extreme and differs from assortment only in degree, requires somewhat different consideration. In assortment a percentage is used that is assumed to represent the average waste of space due to aisles and honeycomb in the various degrees of assortment; in I. P. D. the degree of assortment is invariably the maximum. An assortment of more than 10 varieties per 100 packages is rare and the percentages are estimated on a much lower average; in I. P. D. the assortment is 100 varieties in 100 packages. The 33 1-3 per cent aisles are generally sufficient but in the case of small packages a wider aisle may be required to admit a man or a truck. This also occurs in the case of irregular sized packages such as case goods or dry goods, the aisle having to admit the maximum package.

Height of pile is also limited to a point lower than that indicated in assortment, owing to the increased instability of pile and excessive cost of delivery of packages in the lower tiers. Experience demonstrates that four packages high is an extreme limit; that two high is the height most often indicated; and that one high is much more frequent than two.

Less Car Lot Quantities

Less car lot quantities of goods represent practically another form of assortment but far more difficult to compute, due to the fact that not only the quantity but the number of sizes and varieties are variable. The quantity may fall anywhere in the line from one package up to a car lot quantity and there may be any number of sizes or varieties up to individual package delivery.

Undoubtedly under average condition of receipt the percentage of space lost is far greater than in any other form of storage, and yet a limited amount of goods in small quantities can frequently be stored in space that might otherwise go to waste.

Theoretical computation of rates for L. C. L. lots appears to be impractical, and the question reverts largely to experience and judgment, but it is evident that the warehouseman who does not provide for L. C. L. rating is discriminating in favor of L. C. L. and against the C. L. consignor.

Theoretically, small packages of a commodity can be stored at proportionate rates per cwt. to that of the larger packages of the same commodity, but this does not appear to work out under practical operating conditions. In many cases the instability of the pile when partial delivery of the lot takes place necessitates the removal of goods in the upper tiers to a lower level; fragility of package oftentimes will not permit of rehandling broken lots for the purpose of making space for other goods and the excessive cost of rehandling all tend toward excessive honeycomb of the

house. The absence of statistics to indicate the extent of this loss makes it necessary to accept some arbitrary figure in the computation of the rate. Furthermore, it seems advisable to fix a minimum charge on small packages regardless of weight. This increased charge may be avoided if the manufacturer will pack or strap small units into one larger unit for which he will receive a lower rating per 100 lb. than he would otherwise obtain.

Floor-Load Table

Floor- Load	Class	Rate in cents per		Floor- Load	Class	Rate in cents per	
		100 lb.	100 lb.			100 lb.	100 lb.
	h-	1.17	76.03	N	7.85		
	g-	1.28	69.12	O	8.63		
	f-	1.41	62.83	P	9.49		
	e-	1.55	57.12	Q	10.4		
349.38	d-	1.71	51.93	R	11.5		
317.62	c-	1.88	47.21	S	12.6		
288.75	b-	2.07	42.91	T	13.9		
262.50	a-	2.27	39.01	U	15.3		
238.63	A	2.50*	35.47	V	16.8		
216.94	B	2.75	32.24	W	18.5		
197.22	C	3.02	29.31	X	20.3		
179.30	D	3.33	26.65	Y	22.4		
163.00	E	3.66	24.22	Z	24.6		
148.19	F	4.03	22.02	Aa	27.1		
134.72	G	4.43	20.01	Bb	29.8		
122.47	H	4.87	18.18	Cc	32.8		
111.34	J	5.36	16.52	Dd	36.1		
101.21	K	5.89	15.03	Ee	39.7		
92.01	L	6.48	13.67	Ff	43.6		
83.64	M	7.13	12.43	Gg	48.0		
			11.30	Hh	52.8		

*Standard.

NOTE.—The letter "I" has purposely been omitted in the classification.

Package Rating Steps

Minimum charge per package — $\frac{1}{2}$ cent

Packages from $\frac{1}{2}$ c. to $\frac{1}{2}\frac{1}{2}$ c.	—	$\frac{1}{4}$ c. rating steps
Packages from $\frac{1}{2}\frac{1}{2}$ c. to 5c.	—	$\frac{1}{2}$ c. rating steps
Packages from 5c. to 10c.	—	1c. rating steps
Packages from 10c. to 20c.	—	$2\frac{1}{2}$ c. rating steps
Packages from 20c. to 50c.	—	5c. rating steps
Packages over 50c.	—	10c. rating steps

When packages fall between ratings the higher rate will govern.

EXCEPTION.—In assortment and I. P. D. computation the higher rate will govern on packages falling between ratings up to $1\frac{1}{2}$ cents and the nearer rate over $1\frac{1}{2}$ cents.

The table is computed on a load not to exceed 250 lb. per sq. ft. of floor space occupied, or 8 1-3 ft. high, to earn $6\frac{1}{4}$ cents gross (approximately) per sq. ft. of floor space utilized or $3\frac{1}{8}$ cents gross (approximately) per sq. ft. of total available floor space with an average use of 50 per cent. Directions for computing a greater or lesser revenue per sq. ft. will be found hereafter.

The available space includes all space inside the walls except elevators, stairways, office and shipping room.

The $6\frac{1}{4}$ cents divided by floor-load (not over 250 lb. or 8 1-3 ft. high) is the standard base rate per 100 lb.

How to Apply the Table

1st. Compute weight per cu. ft. of package in pile. If unable to determine this, find weight per cu. ft. of package and subtract 10 per cent to equal weight per cu. ft. in pile.

NOTE.—Experience indicates 10 per cent to be the average loss of space in pile.

2nd. Multiply the result by the height the commodity can be practically piled (not to exceed 8 1-3 ft.). The result is the floor-load.

Direction A. To Classify Commodities in Bulk

(C. L. not over two varieties or sizes to account.)

Find the floor-load of commodity as above and apply result to the table. If the rate falls between classes the lighter class will govern.

EXCEPTION.—If the floor-load exceeds 238.63 lb. disregard the excess weight when applying to table and place in Class A.

Direction B. To Classify in Minimum Assortment

(C. L. 3 to 6 varieties or sizes to account inclusive)

(L. C. L. 1 to 3 varieties or sizes to account inclusive)

Apply floor-load to table and advance the resultant rate 4 classes. If rate falls between classes the lighter class will govern.

EXCEPTION.—If floor-load exceeds 288.75 lb. disregard the excess weight when applying to table and advance 4 classes.

Direction C. To Classify in Maximum Assortment

(C. L. more than 6 varieties or sizes to account)

(L. C. L. more than 3 varieties or sizes to account)

Apply floor-load to table and advance the resultant rate 6 classes. If the rate falls between classes the lighter class will govern.

EXCEPTION.—If floor-load exceeds 349.38 lb. disregard the excess weight when applying to table and advance 6 classes.

Direction D. To Classify Commodities in I. P. D.

Apply floor-load to table and advance the resultant rate 7 classes. If rate falls between classes the lighter class will govern.

EXCEPTION.—If floor-load exceeds 349.38 lb. disregard the excess weight when applying to table and advance 7 classes.

When irregularity in weight is combined with irregularity in size of package, rendering classification impracticable, the average floor space required per package in pile will govern in the computation of the charge.

NOTE.—Official R.R. Classification will govern the quantity necessary for carload rating.

The square of the greatest diameter governs in the measurement of cylindrical packages.

Standard Modifications and Special Information

1.—Value.

2.—Fragility.

3.—Especial liability to pilfering or claims.

4.—Small volume, applying to deliveries as well as receipts.

5.—Excess care, attributable to leakage.

6.—Excess care, attributable to temperature or humidity.

7.—Isolation.

8.—Attractive to vermin.

9.—Hazardous.

10.—Malodorous.

11.—Dusty.

12.—Mussy.

13.—Requires access for examination or treatment.

14.—(Special.)

When information is disseminated from a central bureau a numerical list of modifications and information will be found a convenient method of notifying the warehouseman of the nature of the commodity although it may not require any modification of the storage charge if stored in warehouses where such goods are handled in quantity.

Examples Illustrating Methods of Applying System for Classifying Commodities for Storage

EXAMPLE NO. 1.—(Loss of space in pile determined by actual measurement).—1920 boxes of prunes measuring 1.3 ft. x .81 ft. x .51 ft. and having a gross weight of 28.5 lb. each are stored in a space 16.6 ft. long, 7.95 ft. wide and 8.2 ft. high.

METHOD.— $16.6 \times 7.95 \times 8.2 = 1082.154$ (cu. ft. of space occupied).

1082.154 divided by 1920 = .563 (cu. ft. per package in pile).

28.5 lb. divided by .563 = 50.6 lb. (wt. per cu. ft. of pkg. in pile).

$50.6 \times 8.2 = 414.92$ lb. (floor-load).

Apply floor-load to table as directed under A, B, C and D, and the resultant classes are as follows:

Bulk Class A; Min. asst. class C; Max. asst. class C; I. P. D. class D.

NOTE.—In order to maintain a standard floor-load of 250 lb. per sq. ft., these goods can be piled in bulk to a height of only 4.94 ft.

250 lb. divided by 50.6 = 4.94 ft. (height of standard pile).

EXAMPLE NO. 2.—(When package measurements only are available.) A carload of California fruits in assortment is offered for storage in cases measuring 1.51 ft. x 1.10 ft. x .86 ft., and having a gross weight of 61 lb. each.

METHOD.— $1.51 \times 1.1 \times .86 = 1.428$ cu. ft. per package.

61 divided by 1.428 = 42.72 lb. per cu. ft. (package measurement).

$42.72 - 4.272$ (10 per cent) = 38.448 lb. (wt. per cu. ft. pkg. in pile).

$38.448 \times 8.33 = 320.27$ lb. (floor-load).

Apply floor-load to table as directed under A, B, C and D, and the resultant classes are as follows:

Bulk class A; Min. asst. class C; Max. asst. class D; I. P. D. class E.

EXAMPLE NO. 3.—(When package measurements only are available).—A lot of roofing paper in rolls 3 ft. high, .53 ft. in dia., and weighing 35 lb. each, is offered for storage.

METHOD.—Owing to instability this commodity cannot be piled higher than 2 on end, and the pile height is therefore 6 ft.

$.53 \times .53 \times 3 = .843$ (cu. ft. per pkg.).

35 divided by .843 = 41.52 lb. (wt. per cu. ft. pkg. measurement).

$41.52 - 4.152$ (10 per cent) = 37.37 lb. (wt. per cu. ft. pkg. in pile).

$37.37 \times 6 = 224.22$ lb. (floor-load).

Apply floor-load to table as directed under A, B, C and D, and the resultant classes are as follows:

Bulk class B; Min. asst. class F; Max. asst. class H; I. P. D. class J.

NOTE.—The square of the greatest diameter governs in the measurement of cylindrical packages.

Directions for Computing Rates to Obtain Various Revenues Per Sq. Ft.

It is to be borne in mind that the column of floor-loads in the floor-load table is fixed, while the column of rates per 100 lb. is not, but may be raised or lowered to fit the requirements of the individual warehouseman. In this table we find that a rate of 2.5c. per 100 lb. appears opposite class A, thus giving a rate of 6.25c. per sq. ft. of floor space occupied. If, however, we move the rate column upward until the figure 3.02c. per 100 lb. appears opposite class A, we have set the table to produce 7.56c. per sq. ft. Commodities are computed to conform to the standard rate of 6.25c. per sq. ft., therefore to earn 7.56c. the warehouseman has but to advance the standard rate two classes.

Conversely, if he wishes to make rates for yard storage to earn 2.92c. per sq. ft., he merely works on a base eight classes below standard, so that commodities falling in class A by computation become class h- and commodities falling in class B become class g-, etc.

A table of rates per 100 lb. with equivalent earnings per sq. ft. of floor space occupied and per cent of increase and decrease from standard follows:

Rate in Cents Per 100 Lbs.	Equivalent Earnings Per Sq. Ft. in Cents	Decrease
1.17.....	2.92.....	53.2%
1.28.....	3.20.....	48.8%
1.41.....	3.52.....	43.6%
1.55.....	3.88.....	38.0%
1.71.....	4.27.....	31.6%
1.88.....	4.70.....	24.8%
2.07.....	5.17.....	17.2%
2.27.....	5.68.....	9.2%
2.50.....	6.25.....	Standard
		Increase
2.75.....	6.87.....	10 %
3.02.....	7.56.....	20.8%
3.33.....	8.32.....	33.2%
3.66.....	9.15.....	46.4%
4.03.....	10.07.....	61.2%
4.43.....	11.07.....	77.2%
4.87.....	12.17.....	94.8%

Editor's Note.—The third part of this series will go further into detail, covering handling costs, uniform cost accounting, etc.

Central Club Holds Spirited Meeting

Warehousemen Gather at Chicago—Committee Appointed to Study Modification Rates and the Working Out of the Application of Base Rate Table—Discussion on Labor Shows Wages Paid in Eleven Cities Range From 30 to 45 Cents Per Hour

THE appointment of a committee of five to make a further study of modification rates and a more complete working out of the application of the "Base Rate Table" was the most important topic discussed at the Chicago meeting of the Central Warehousemen's Club. Another important topic taken up was labor costs. The discussion on this subject showed that many of the warehousemen are actually losing money on handling goods in and out of the warehouse, and where a profit is shown on paper, it is eaten up by the end of the month by unproductive working hours. Figures quoted on the wages paid in eleven cities ranged from 30 cents to 45 cents per hour. Other important topics discussed were: "Keeping Abreast of Times," "Can Moving Be Made Profitable," and "The Storage of Agricultural Implements."

One of the most spirited meetings in the history of the Central Warehousemen's Club was held when this organization held its convention at the Hotel La Salle, Chicago, Ill., on November 29 and 30, 1918. The attendance was exceptionally good and each member considered and proved himself to be an essential part of the whole, either by having profitable new ideas to present or by stimulating interest and bringing out much needed information by intelligent and discriminating questioning.

Definite Knowledge of Costs Essential

Through the work of the Central Warehousemen's Club it was first impressed upon the industry in general that definite knowledge of the cost of doing business was essential before anything approaching a scientific base rate table had been devised, and a tariff quoting the rate for nearly every commodity, but much remains to be desired in the method of its use by the individual warehouseman.

The most important subject was dealt with in a discussion under the head of "Modification of the Base Rate Table," led by a warehouseman highly fitted to elucidate its use by reason of his strict adherence to the positive principle which he sees underlying the whole question—John Bekins, Omaha, Neb. For years Mr. Bekins has been one of the leaders in the question of rate making and one of the most ardent promoters of this system of rate computation.

The fact was made clear at this meeting that the merchandise warehouseman must not be absolutely dependent on the rate published in the tariff. A step beyond is necessary in that each warehouseman must learn to manipulate the base rate table to confirm not only the variations in the cost of handling access varieties in a car lot, "mussy commodities," commodities of high value, etc., but also to conform to the

variations in his own business expenses. If, for example, with a fireproof building in Chicago he finds that it costs more to store a barrel of flour than it does his brother with an non-fireproof building in St. Louis, it is still quite possible for both men to continue to use the base rate table; the Chicago man merely adopts a higher classification. Each warehouseman can use this table as a basis upon which to figure his own schedule, except, of course, in those states where a uniform rate is demanded by Public Utilities Commissions.

At the conclusion of this discussion, a motion by Thomas J. Skellet of Minneapolis, was carried, to appoint a committee of five for the purpose of making a further study of modification rates and a more complete working out of their application to specific problems.

Labor Cost Accounting System Needed

In contrasting the system of the Central Warehousemen's Club with that developed by the Massachusetts Warehousemen's Association, S. M. Woodson of Kansas City, gave an illuminating talk, bringing out the fact that the Eastern warehousemen separated their labor cost much more sharply, and ventured a prediction that eventually the Western warehousemen would adopt a labor cost accounting system similar to that of the Massachusetts Association.

The next big topic for discussion was led by W. W. Koller of Omaha. The subject was "Labor Cost and Its Problems," and an intense interest on the part of all members indicated that labor costs is one of the warehouseman's biggest problems. Mr. Koller predicted that wages of labor would not be materially decreased this year, as the cost of living will remain high for a year at least, and it is neither right nor wise to create discontent among the employees.

He quoted figures to show that at the prevailing rate charged on certain commodities his firm actually lost money on handling goods in and out of his warehouse, without even including the ever present "overhead." He maintained that the average warehouseman is losing money on labor every day. It is almost too obvious for remark that higher rates must be charged for labor.

A. S. Hammond of Cedar Rapids, Ia., related a recent experience of his own that substantiated this statement. He kept accurate labor costs for one month, and, on paper, showed a profit on labor, but at the end of the month when he tried to balance these figures with his payroll the result showed an actual loss of money. Unproductive working hours and other items had more than eaten up the profits which his first figures showed.

Members from various cities quoted wages to labor as follows:

	Per hour.
Chicago	$42\frac{1}{2}$ c
Dallas, Texas	40c
Davenport, Iowa	40c to 45c
Minneapolis, Minn.	$37\frac{1}{2}$ c
St. Paul, Minn.	$37\frac{1}{2}$ c
Kansas City, Mo.	35c to 40c
Rock Island, Ill.	35c to 40c
Lincoln, Neb.	35c to $37\frac{1}{2}$ c
Cedar Rapids, Iowa	40c to 45c
Sioux City, Iowa	35c
Bloomington, Ill.	30c to 35c
Time and a half for overtime seems to be a general compensation.	

As the time for the adjournment of the first session was near, the subject of "Labor Saving Devices" could not be given the attention its importance deserved. Several good suggestions were made for the handling of short-term storage. One member told of saving a big part of his handling costs by keeping these short-termed goods on platforms and handling them in and out with an elevating lift truck, explaining that one man could handle eight barrels of sugar at one time with this method, with no time lost for rehandling.

The Friday session was broken by a luncheon at the Traffic Club of Chicago, at which the members of the Central Warehousemen's Club were guests of the Chicago warehousemen. At this function, Luther M. Walter of the U. S. Railroad Administration in Washington, D. C., spoke on railroad problems. He laid particular emphasis on the fact that the present efficiency of our railroads is the result of private ownership and its resulting competition and did not advocate government ownership.

No Profit In Cheap Competition

The Saturday session was opened by Thomas J. Skellet of Minneapolis, whose general topic was "Keeping Abreast of the Times." In discussing the subject of cheap competition, he advised the members first, last and always to forget cheap competition, and to remember that cut-price establishments in any line of business are never the money makers. He advised the members to give good service, charge rates that show a fair profit, and pay good wages to employees, claiming that the results would be the securing of the most desirable business of the community, leaving the undesirable variety to the cheap competitors.

The problems of storage of agriculture implements were discussed under the leadership of C. W. Little, of Minneapolis. This class of business was not largely sought by warehousemen because of the prevailing rates it is not profitable. It seems to be the opinion of many of the members that a profit showing rate for implements was not obtainable in the fireproof warehouse. The old custom of only charging half rate for winter storage was considered to be rather a mistaken philanthropy than good business and, was declared obsolete, by Mr. Mills, which seemed to settle the question without further argument. The regular rate for this storage has been increased recently from 75 to 100 per cent among the majority of the members.

"Can Moving Be Made Profitable?" was answered

in the affirmative by P. J. Mills of De Moines. Mr. Mills spoke first of the conditions surrounding the transfer and storage business when he began some 38 years ago, and when hay could be purchased for \$5 per ton, oats and corn for 25 cents a per bushel and labor could be hired for \$1.50 per day. These figures sounded like big profits to some of the younger men but when Mr. Mills told what revenue was received for service rendered, the story was different. In those days he obtained only 60 cents an hour for a van and two men in contrast to the present rate of \$2.50 per hour for similar service. Moving was not profitable then, but to-day it yields a fair return.

In keeping his cost records, Mr. Mills stated that he makes an annual depreciation charge against horses, wagons and harness of 20 per cent. He also keeps records showing the earnings of each rig, that is, the number of hours actually worked and gross receipts. These records show that the moving of household goods is more profitable than any other branch of hauling. Cost of maintaining horse rigs was cited by several members, these figures averaging \$9.30 per day for a two-horse team and driver.

Motor Equipment Now Essential

In the discussion of the motor truck versus the horse it was made evident that each has its advantages. Mr. Skellet, who is operating about twenty motor trucks, said he would continue to operate horses for many years because in some of the local city hauling jobs, horses earn more money than motor trucks, and renders a satisfactory service to the customer. The motor truck, however, has long since been recognized as necessary equipment by all progressive transfer and storage men and its application is being extended to every phase of transfer work.

Election of officers followed this discussion. The choice of the nominating committee were unanimously elected, being as follows:

S. M. Woodson, Kansas City, President; W. L. Hinds, Des Moines, Vice-President, and George Hamley, Minneapolis, Secretary and Treasurer.

When Chicago was chosen by the Central Warehousemen's Club as the place for this convention an invitation was extended to the Chicago warehousemen to participate in the association meetings. This the Chicago men did and showed especially hearty co-operation in the discussion of rate computation.

At the time the invitation was issued, a request was also made that the Chicago warehousemen provide no entertainment for the visiting members of the "C.W.C." This request, however, was not taken seriously by the Chicago men. Early in the convention the members were warned to make no engagements for Friday and invitations were issued to the members and their families to a dinner at Terrace Garden as guests of the Illinois association of warehousemen and the Illinois Furniture Warehousemen's Association. The evening was a happy one. The combination of good fellows, a good dinner and clever entertainment was hard to beat. It was probably with the favorable impression that Mr. Cameron of Minneapolis, made a motion at the next day's meeting to the effect that the association should hold a 3-day convention instead of a 2-day next year. The motion was unanimously carried.

A Warehouseman's Experience Overseas

By Harry Burke

Manhattan Storage Warehouse Co., New York

The writer of the following letter, Mr. Harry Burke, formerly with the Manhattan Storage Warehouse Co., New York, went overseas with the old Seventh Regiment, N. Y. National Guard. The letter refers to the splendid training the troops received, and the thought comes that possibly employment in the warehouse business is of great assistance to a soldier when in action.—EDITOR.

JUST a few lines that I owe you for quite a while. At the time I received your letter I had nothing of interest to write about, but since then if I could write about all my experiences, and of all the things I have seen, I am sure it would be an interesting letter, but no man can write about those things as they really are; you have to be right here and in the thick of it to realize what it is.

I will never forget the morning of September 29, when we set out to break the Hindenburg Line at its strongest point. We marched out of a town that our trenches ran through. We had been in those trenches all the previous day and that night about 4.30 a. m., under heavy shell fire, we hopped out of the trenches and marched through the town and along a road, the picture of which is still on my mind; it was full of dead men and horses, broken wagons and shell holes. We had to go that way to get out on no man's land to form our lines for the attack. We were told it was to be one of the biggest things of the war; there was an exceptionally large concentration of artillery, machine guns and aircraft, and while we were forming our lines I was surprised to see right out on no man's land, lines of light artillery, the guns set about 20 yards apart, and machine guns about 20 feet apart.

Regiment Given Honor Position

While we were forming our lines, shells were dropping all around us; quite a few of our boys were hit there. You would think that the men would be a little frightened and nervous those last few moments, knowing that their chances were not as good as fifty-fifty, considering the proposition that was before them. We had to go through three lines of wire, each line 120 ft. deep, and up a ridge that was a very good position for the Germans.

Our regiment was given the honor position, or, in other words, the hardest sector to take. We also had a large number of tanks, worked by Americans. We were in position just about three minutes

laying in shell holes trying to keep clear of the shrapnel flying all around us, and it was surprising to see how cool the men were, getting into position just as though they were at drill. Then the zero hour arrived, which was 5.50 a. m., and, "gosh, what a crash!" as every machine gun and every artillery gun, from the 18 pounders to the big 15 inchers, and the shout of every man went up, we started forward. We had gone about 200 yards when we came to what looked like a sunken road, an embankment about 12 ft. deep. We had to get down one side and up the other in order to get at Jerry's lines. I will never forget how I got across that. I just threw my feet in front of me and slid down on my back, holding the automatic gun in the air, but I had a tough time getting up the other side. When we got there we were in a curtain of German machine gun fire, and the boys were beginning to drop fast.

American Spunk

We were into it then and the excitement made us forget everything but fight, and how the boys did fight. I never knew until then what American spunk amounted to. The barrage was supposed to break up the wire and the tanks were to flatten it out so that we could go right through after them without much trouble, but when the tanks hit the first line of wire they struck mines and most of them were put out of commission. You would think that after seeing that the boys would lose heart and slow up, but, no, every man kept going straight ahead, killing as he went. We did not meet many "Kamerad" men there; they were Prussian Guards and fought to a finish, and, believe me, they were fine looking men, every bit as good as our own men. The men in their outposts threw up their hands as we came up to them, but they were Saxons.

When we struck the first line of trenches we met the Prussians, and it was then that we began to see the dirty tricks they were playing. For instance, there was a white flag of truce sticking out of one part of the trench, and behind it was about ten Germans throwing hand grenades for all they were worth. When we charged right at them they threw up their hands and pointed to the flag. We killed every one of them. A few minutes later others and I caught a fellow with a Red Cross on his arm working a machine gun. He didn't bother throwing up his hands—he knew it was no use. Further on we found men chained to the guns. I don't know whether their officers did it or it was a ruse of their own, but by that time the

boys seemed to have decided for themselves that they would take no prisoners. The ground was getting very bad then, and it was a case of out of one shell hole and into another, and it was very tiresome. We'd have to lay in a shell hole once in a while to get our breath.

All this time their artillery was firing "Whiz Bangs" point blank into us. They are terrible. They give you no warning at all, and they were the things that made a wreck out of me that day. I had three very narrow escapes. I was going down a shell hole when one of them shot past my face so close that I could see it, struck the side of the hole and knocked out three men that were in it. The concussion knocked me down, but I pulled myself together and found I was all right, so I got out in a hurry. A little later I was coming up out of a shell hole where we were cornered by a couple of machine guns, and we decided we would have to make a dash to get out of it, so as soon as the machine guns stopped for a second or two, and we figured they were reloading, I started out of the hole with my two man alongside of me.

American Grenades Better Than Huns'

As we got to the top of the hole a "Whiz Bang" shot past my gun and hit alongside my partner, killing him instantly, taking half of his head off; it knocked the gun flying out of my hand and threw me into the next hole badly shaken up. I laid there for a while trying to pull myself together; while I was there a heavy smoke cloud came over and we figured it was a counter attack; five of us jumped into a trench nearby and stood looking over the top waiting for the attack. I was right in the middle of the bunch and we were there about five minutes; the only gun I had was my pistol, but I dug up about ten hand grenades, and one of our grenades does more damage than ten of Jerry's.

The smoke was just clearing away and we were getting a little nervous when a "Whiz Bang" hit the parapet right in front of us, knocking the five of us against the back of the trench with awful force. I was out for quite a while then and when I came to, my right ear was in terrible shape. I thought my ear drum was broken, and I had a jumping headache that had me almost blind. I looked around and saw my four pals laying on both sides of me very badly wounded, although they thought I was dead and was glad to see there was someone to help them. Our orders were to do no Red Cross work; there were men coming

(Continued on page 36)

Letters From Readers

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Majority of Newark Household Goods Warehousemen Are Reliable

Editor, TRANSFER AND STORAGE: In a recent issue of TRANSFER AND STORAGE there appeared an article which was also copied in the *American Warehousemen's Bulletin*, stating that the storage warehouses of Newark, N. J., have been assisting landlords in taking care of property of dispossessed tenants. It also stated that it was brought to the attention of the authorities that in several cases moving vans were always on hand to take these goods to storage without the consent of the owners.

Can it be possible that there are furniture warehousemen in these times of great activity that are so anxious for business that they will take goods for storage without the consent of the owner?

This might lead to the belief that ALL storage warehouses of Newark are engaged in this pernicious practice. Such is quite the contrary. While there may be, and no doubt have been isolated cases of this sort of sordid business carried on by certain irresponsible van owners (and there are a few in Newark, just as there are in every big city), the very fact that they did such a thing proves they were of the "sharper" class, as all of the reliable warehouses and movers of Newark had all of the business they could handle at the time the alleged offenses occurred.

The New Jersey Warehousemen's and Van Owners' Association is proud of its Newark members, who represent about 50 per cent of its membership, and their responsibility, reliability and integrity have never been questioned.

FRANK SUMMERS,
Editor *Tailboard Load*,
Model Storage Warehouses, Inc., Newark, N. J.

Household Goods Moving Not Taxed

Editor, TRANSFER & STORAGE: Will you kindly inform me on what class of moving it is necessary for me to pay a war tax?

H. P. BLACE,
Englewood Fireproof Warehouse,
Englewood, N. J.

Reply: Under the Act of October 3, 1917, a war tax of 3 per cent is imposed on the amount paid for transportation by rail or water or by any form of mechanical motor power when in competition with carriers by rail or water of property by freight consigned from

one point in the United States to another. Before transportation by motor van becomes subject to this tax it must meet two of the conditions of the statute: first, that it is in competition with transportation by rail or water, and second, that it is a shipment of property by freight.

The removal of household goods by motor truck from one point in a city to another point in the same city or to another city is not subject to this tax. This is the final decision made by Daniel C. Roper, Commissioner of Internal Revenue, on November 18, 1918. The complete ruling of Daniel C. Roper on this subject was given on page 35 of the December, 1918, issue of TRANSFER & STORAGE.

If Force Majeure Prevent Shipments

Editor, TRANSFER AND STORAGE: Kindly inform me which is more grammatically correct, the expression "if force majeure contingency prevent shipment" or the expression "if force majeure contingency prevents shipment."

J. V. M.

Reply: In general the latter is preferable, though there are cases in which the expression "prevent shipment" is allowable. "If force majeure prevent shipment" is a general expression, which means that if it should at any time prevent a shipment.

Warehousemen Should Charge for Services

Editor, TRANSFER & STORAGE: After reading the last issue of your wonderful magazine, allow me to make a truthful statement. In making this statement you have my consent to make this public in your next issue, as I do believe that with your co-operation all warehousemen in Baltimore will be benefited.

My experiences have been broad with the working conditions of the New York warehouses, and to my mind they have adopted the correct method for making the warehouse business a success. I have introduced, and am the originator of charging for warehouse labor in this city, a thing the majority knew about, but few had any conception of its necessity. To put this before the warehousemen of this city I called upon these men and explained that they should be paid for the service they rendered, and that warehouse labor should be considered a service. I also went further into details on various other subjects, explaining that storage was only one item, and in doing this I tried to show the warehousemen the need of charging for labor and packing materials utilized in storing household effects away in the storage rooms.

But with all this, I can safely say that I am the only one here in Baltimore who will insist on this charge, namely storage in and out. For this work I charge on the basis of \$1 per load in and \$1 out, or \$1.50 in and out per half load. I have charged this rate for some time and have never had any complaint from my customers, therefore I see no reason why others do not charge for such service. They are entitled to it.

This city is a great place for the storage business, but the public has not been educated as to the expense involved in keeping their household effects well protected while in storage. Trusting that you will favor me by giving this some space in your next issue, as I can assure you that all warehousemen concerned will feel very grateful towards you.

JOHN J. O'CONNOR,

Broadway Storage & Trust Co., Inc.,
Baltimore, Md.

Liability on Household Goods Removals

Editor, TRANSFER AND STORAGE: Can you give us any information in regard to a form contract, which is used by draymen in New York City, covering liability to draymen, in moving household goods?

What we desire is a good drayman's contract to be signed by the customer binding them to price which they agree to pay. We understand that there is a regular form for this in use in New York City and other large cities. The reason we want this form is that we are being continually fooled on jobs. After making a verbal contract with us, the customer gets someone to do it cheaper and a few days before the work is to be done they call us advising that they have decided not to move, or some other excuse. We find, invariably, when we have an inquiry from a party to move that we can always close with them after calling on them, but there is always a doubt whether or not we will get the job until we have the goods on the van.

Any information which you can give us along these lines will be greatly appreciated.—C. T. L., Geneva, N. Y.

REPLY: We do not know of any warehousemen or van owners in the City of New York or any other city that bind their customers by a contract on removals if their customers notify them before the van is to be sent out on the job. Practically all warehousemen and van owners in New York do use a removal contract similar to the one shown here, but it is only used for their protection in limiting the responsibility on the valuation of any piece or package of goods that may be damaged while the goods are in the care of the warehousemen. This contract is also used to show that the customer has agreed to pay a certain rate.

There have been a few instances in New York City where the customer has signed a contract similar to the one shown here and later given the work to some other warehouseman without notifying the first warehouseman; and then when the first warehouseman went to the job to do the work he found that the work either had been done the day before or that some other warehouseman was doing it. In a case of this kind, warehousemen in many instances have collected for the loss of their men and the van during the time it took to drive from the warehouse to the customer's residence and back to the warehouse. In an instance of this kind, where the customer did not notify the warehouseman, he can collect

for damages, but if the customer had notified the warehouseman, a day or two before the work was to be done that he wished to cancel the order the warehouseman would not have sustained any loss, therefore it would hardly be worth trying to hold the customer to his contract.

We would suggest that you follow the rule that many of the warehousemen in New York are now following. If a customer comes into your warehouse, or he telephones asking for rates on a certain job, and after giving him same, he tries to get you to lower them, or if he seems at first to be in doubt as to whether he will give you the work, and later does give you the job, demand a deposit of a sufficient sum to recompense you in case he changes his mind and gives the job to someone else. If you do this you would find that few of your customers would change their minds at the last moment and even if they did you would have no loss. Of course it is not meant that you should demand a deposit from every customer, but only those doubtful. In this you will have to use your own judgment.

All agreements contingent upon strikes, accidents and other causes beyond our control.

ORIGINAL

Telephone 52 Bryant

MORGAN & BROTHER
STORAGE WAREHOUSE

230, 232, 234 and 236 West 47th Street

Removal Order No 1757

New York, 191—

call on _____ at M.

to pack _____

Send on _____ at M.

to remove _____

From _____ Flight

To _____ Flights

The responsibility of Morgan & Brother for any piece or package and the contents thereof is limited to the sum of FIFTY DOLLARS, unless a greater valuation is stated herein and a higher rate paid

Rate van and men \$ per hour

Rate piano _____

Rate packing _____

Deposit \$ _____ TERMS CASH—DRIVER WILL COLLECT

Charges to be made from _____

Remarks _____

Signed _____

Order taken _____

by _____

for Morgan & Brother

If the men are not working to your satisfaction during removal notify our office at once. No Complaints entertained after the removal is completed.

Removal order now being used by practically all household goods warehousemen of New York

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Reply: Under the Act of October 3, 1917, a war tax of 3 per cent is imposed on the amount paid for transportation by rail or water or by any form of mechanical motor power when in competition with carriers by rail or water of property by freight consigned from

one point in the United States to another. Before transportation by motor van becomes subject to this tax it must meet two of the conditions of the statute: first, that it is in competition with transportation by rail or water, and second, that it is a shipment of property by freight.

The removal of household goods by motor truck from one point in a city to another point in the same city or to another city is not subject to this tax. This is the final decision made by Daniel C. Roper, Commissioner of Internal Revenue, on November 18, 1918. The complete ruling of Daniel C. Roper on this subject was given on page 35 of the December, 1918, issue of TRANSFER & STORAGE.

If Force Majeure Prevent Shipment

Editor, TRANSFER AND STORAGE: Kindly inform me which is more grammatically correct, the expression "if force majeure contingency prevent shipment" or the expression "if force majeure contingency prevents shipment."

J. V. M.

Reply: In general the latter is preferable, though there are cases in which the expression "prevent shipment" is allowable. "If force majeure prevent shipment" is a general expression, which means that if it should at any time prevent a shipment.

Warehousemen Should Charge for Services

Editor, TRANSFER & STORAGE: After reading the last issue of your wonderful magazine, allow me to make a truthful statement. In making this statement you have my consent to make this public in your next issue, as I do believe that with your co-operation all warehousemen in Baltimore will be benefited.

My experiences have been broad with the working conditions of the New York warehouses, and to my mind they have adopted the correct method for making the warehouse business a success. I have introduced, and am the originator of charging for warehouse labor in this city, a thing the majority knew about, but few had any conception of its necessity. To put this before the warehousemen of this city I called upon these men and explained that they should be paid for the service they rendered, and that warehouse labor should be considered a service. I also went further into details on various other subjects, explaining that storage was only one item, and in doing this I tried to show the warehousemen the need of charging for labor and packing materials utilized in storing household effects away in the storage rooms.

But with all this, I can safely say that I am the only one here in Baltimore who will insist on this charge, namely storage in and out. For this work I charge on the basis of \$1 per load in and \$1 out, or \$1.50 in and out per half load. I have charged this rate for some time and have never had any complaint from my customers, therefore I see no reason why others do not charge for such service. They are entitled to it.

This city is a great place for the storage business, but the public has not been educated as to the expense involved in keeping their household effects well protected while in storage. Trusting that you will favor me by giving this some space in your next issue, as I can assure you that all warehousemen concerned will feel very grateful towards you.

JOHN J. O'CONNOR,

Broadway Storage & Trust Co., Inc.,
Baltimore, Md.

Liability on Household Goods Removals

Editor, TRANSFER AND STORAGE: Can you give us any information in regard to a form contract, which is used by draymen in New York City, covering liability to draymen, in moving household goods?

What we desire is a good drayman's contract to be signed by the customer binding them to price which they agree to pay. We understand that there is a regular form for this in use in New York City and other large cities. The reason we want this form is that we are being continually fooled on jobs. After making a verbal contract with us, the customer gets someone to do it cheaper and a few days before the work is to be done they call us advising that they have decided not to move, or some other excuse. We find, invariably, when we have an inquiry from a party to move that we can always close with them after calling on them, but there is always a doubt whether or not we will get the job until we have the goods on the van.

Any information which you can give us along these lines will be greatly appreciated.—C. T. L., Geneva, N. Y.

REPLY: We do not know of any warehousemen or van owners in the City of New York or any other city that bind their customers by a contract on removals if their customers notify them before the van is to be sent out on the job. Practically all warehousemen and van owners in New York do use a removal contract similar to the one shown here, but it is only used for their protection in limiting the responsibility on the valuation of any piece or package of goods that may be damaged while the goods are in the care of the warehousemen. This contract is also used to show that the customer has agreed to pay a certain rate.

There have been a few instances in New York City where the customer has signed a contract similar to the one shown here and later given the work to some other warehouseman without notifying the first warehouseman; and then when the first warehouseman went to the job to do the work he found that the work either had been done the day before or that some other warehouseman was doing it. In a case of this kind, warehousemen in many instances have collected for the loss of their men and the van during the time it took to drive from the warehouse to the customer's residence and back to the warehouse. In an instance of this kind, where the customer did not notify the warehouseman, he can collect

for damages, but if the customer had notified the warehouseman, a day or two before the work was to be done that he wished to cancel the order the warehouseman would not have sustained any loss, therefore it would hardly be worth trying to hold the customer to his contract.

We would suggest that you follow the rule that many of the warehousemen in New York are now following. If a customer comes into your warehouse, or he telephones asking for rates on a certain job, and after giving him same, he tries to get you to lower them, or if he seems at first to be in doubt as to whether he will give you the work, and later does give you the job, demand a deposit of a sufficient sum to recompense you in case he changes his mind and gives the job to someone else. If you do this you would find that few of your customers would change their minds at the last moment and even if they did you would have no loss. Of course it is not meant that you should demand a deposit from every customer, but only those doubtful. In this you will have to use your own judgment.

All agreements contingent upon strikes accidents and other causes beyond our control.

ORIGINAL

Telephone 52 Bryant

MORGAN & BROTHER STORAGE WAREHOUSE

230, 232, 234 and 236 West 47th Street

Removal Order No 1757

New York, 191

call on _____ at _____ M.

to pack _____

Send on _____ at _____ M.

to remove _____

From _____ Flight

To _____ Flights

The responsibility of Morgan & Brother for any piece or package and the contents thereof is limited to the sum of FIFTY DOLLARS, unless a greater valuation is stated herein and a higher rate paid

Rate van and men \$ _____ per hour

Rate piano _____

Rate packing _____

Deposit \$ _____ TERMS CASH—DRIVER WILL COLLECT

Charges to be made from _____

Remarks _____

Signed _____

Order taken

by _____

for Morgan & Brother

If the men are not working to your satisfaction during removal notify our office at once. No Complaints entertained after the removal is completed.

Removal order now being used by practically all household goods warehousemen of New York

News of the Transfer and Storage Industry

Illinois Furniture Warehousemen's Association has elected to membership the General Fireproof Storage Co., Toledo, Ohio, Sheridan Storage Co., Chicago, Ill., and the Bengson Fireproof Warehouse Co. also of Chicago.

Frank Shellhouse Fireproof Storage, Indianapolis, Ind., has changed its name to Frank Shellhouse Fireproof Warehouse.

Charles H. Maynard, Redlands, Cal., recently purchased the business and equipment of the Pioneer Transfer Co., and hereafter the business of that company will be managed by Mr. Maynard. Mr. Maynard has been associated with the transfer business for a number of years and is familiar with this new activity.

Charles H. Husted, Atlantic City, N. J., founder of the Husted Transfer Co., now known as the Seashore & Husted Express Co., died at his home on Nov. 26, after an illness of two weeks. Mr. Husted was prominently identified with many of the city's enterprises, serving two terms as freeholder. It was through his efforts the road from Northfield and English Creek was constructed, a road now being used by a large portion of the traffic designated to and from that city.

Joseph Dodson Warehouse, Maysville, Ky., recently suffered a loss of its building and contents by fire. The training received his commission.

warehouse specialized in the handling of machinery and cotton. The loss was estimated at \$25,000.

A. B. Shomaker, Modesto, Cal., has received a building permit to build an addition to his warehouse. The new addition is to be a one-story building 42 x 90 ft.

Baltimore & Ohio Southwestern Storage Warehouses, Cincinnati, Ohio, has changed its name by the omission of the word "Southwestern," and will now be known and conducted under the name of the Baltimore & Ohio Storage Warehouses.

Enterprising Warehousing Corp., Albany, N. Y., formed about Dec. 1 of this year with a capital of \$100,000, has acquired a six-story building 39 x 70 ft. which is to be used to handle general merchandise, etc. It is understood the company represents interests with other warehouses of that city.

George Hauck, Eureka, Cal., the last of the old-time expressmen of that city, retired from active business on Dec. 8, disposing of his equipment, etc., to Fay Hornung. Mr. Hauck has been active in the express business for 38 years.

H. C. Codding, Athol, Mass., has purchased the business and trucking equipment of P. J. Kelley.

Herman Transfer & Storage Co., El Paso, Tex., has been incorporated with a capital of \$25,000 to carry on a general transfer and storage business in that city. The incorporators are H. D. Noulhas, S. T. Noulhas and R. Marrujo.



Lieut. Harry H. Fairfield

Lieut. Harry H. Fairfield, formerly a representative of the Murdock Storage & Transfer Co., Pittsburgh, Pa., and who has been acting as Personnel Officer at Ursinus College, Collegeville, Pa., for over six months, is expected to be honorably discharged from the service about the first of the year, at which time his many friends will be pleased to hear that he is to return to his former position. Lieutenant Fairfield enlisted at Plattsburgh, and after

A Warehouseman's Experience Overseas

(Continued from page 33)

behind us to do that; we were to keep going until we dropped or reached our objective. I could not go any further I was so stiff and sore then. I could hardly move, and it took me at least an hour to bandage up the wounds of the other four.

Shortly after that the Australians, who were coming up behind us to keep the Germans on the run after we had reached our objectives, came along, and I was with them for a day and a half before our division was relieved, and, believe me, what was left of us was certainly all in. It showed what the training done for us and what good condition we were in when, after being out about 3 days, in which time we were kept busy getting new equipment, we were sent back to the line again, where we experienced the worst kind of hardships, but the fighting was not near so bad as it was the first day.

We were in reserve for another American division that was pushing the Germans very hard for about 4 days. The Germans were going back so fast we were on the march nearly all of the time trying to keep up with them. While resting one day for a couple of hours I looked through a trench that the Germans had evacuated that morning and found a girl's head of beautiful blonde hair. All her clothes were also there. I figured they had put a uniform on her and had taken her with them.

Most of the towns we were going through then had French civilians in them that had been German prisoners for four years. They certainly were glad to see us. We then took over the front line again and went over the top four times, three mornings in succession; then we held the line for a day and went over again. We were taking all kinds of prisoners then and losing very few men. The last morning we went over we cap-

tured about 1200 of their naval marines. They said they had been on the march for 24 hours and were sent right into the front line that morning at 4 o'clock. We went over the top at 5.20 a. m. and captured the whole bunch.

It would be too long a story to tell you of what we went through those days. It rained about 6 days straight, and we were mud from our feet to our head, and had not shaved or washed for 12 days. I saw a bunch, myself included, lay on the side of a road that gave us a little protection from Jerry's artillery, and sleep for three and a half hours in the rain. We had to do it; we were all in. When we came out of the line none of us could speak above a whisper; we had such bad colds we lost our voice. We are out a week now and are all feeling pretty good again. As for the war, it looks as though we might have peace soon. I sincerely hope so, because I have had ENOUGH.

Shippers' Index

A Guide to representative
Storage and Transfer Companies
arranged by States and Towns

Return Loads Bureaus

A LIST of organized centers through which van and truck owners may arrange for return loads. Application for such should be made as far in advance as possible and in some cases a charge is made for the maintenance of the bureau.

City	Location and Telephone Number	City	Location and Telephone Number
<i>Connecticut</i>			
Bridgeport	Chamber of Commerce Noble 250	Omaha	407 So. 10th Street
Bristol	Chamber of Commerce	New Jersey	
Danbury	War Bureau or Chamber of Commerce 1308 or "Return Load"	Asbury Park	Board of Commissioners 2100
Greenwich	War Bureau	Carney	State Council of Defense
Hartford	Chamber of Commerce Charter 1856 or "Return Load"	Dover	Chamber of Commerce
Manchester	War Bureau 489 or "Return Load"	Elizabeth	Elizabeth Motor Transportation Club Elizabeth 2112
Meriden	Chamber of Commerce 242 or "Return Load"	Garfield	Police Station
Middletown	War Bureau 1245 or "Return Load"	Jersey City	Chamber of Commerce Montgomery 1110
New Britain	Chamber of Commerce 1533 or "Return Load"	Millville	Maurice River Transportation Co. 225
New Haven	War Bureau	Montclair	Police Department
New London	War Bureau 1642 or "Return Load"	New Brunswick	Home Defense League 1784
Norwalk	War Bureau 69 or "Return Load"	Newark	Motor Truck Club of N. J. Market 7945
Norwich	Chamber of Commerce 1747 or "Return Load"	Trenton	Chamber of Commerce 2128
Stamford	Chamber of Commerce	<i>New York</i>	
Waterbury	War Bureau 3570 or "Return Load"	Albany	Chamber of Commerce
<i>District of Columbia</i>		Buffalo	Chamber of Commerce
Washington	Chamber of Commerce	Ithaca	Mitchell 983
<i>Illinois</i>			
Chicago	State Council of Defense	New York City	Merchants' Ass'n, Woolworth Bldg. Barclay 7660
<i>Louisiana</i>		New York	Van Owners' Association 144 Columbus Ave., Columbus 2089
Cedar Rapids	Chamber of Commerce	Rochester	Chamber of Commerce
<i>Indiana</i>		Syracuse	Chamber of Commerce
Indianapolis	Chamber of Commerce	<i>Ohio</i>	
<i>Michigan</i>		Cincinnati	Chamber of Commerce
Detroit	Board of Commerce	Cleveland	Chamber of Commerce
Flint	Chamber of Commerce	Columbus	Chamber of Commerce
<i>Missouri</i>		<i>Pennsylvania</i>	
Kansas City	Local Sales Office of Republic	Philadelphia	Chamber of Commerce Widener Building
St. Louis	Chamber of Commerce	<i>Rhode Island</i>	
		Providence	Chamber of Commerce

Coming Events

Meetings Scheduled by Leading Associations in the Warehouse Field

New York Furniture Warehousemen's Ass'n.....	Aldine Club, New York.....	January 20
Texas Warehousemen's & Transfermen's Ass'n.....	Dallas, Tex.	January 27
Pennsylvania Furniture Warehousemen's Ass'n.....	Philadelphia, Pa.	February 11
Van Owners' Ass'n of Greater New York.....	New York	February 21
National Team & Motor Truck Owners' Ass'n, Inc.....	Buffalo, N. Y.	June 16
Illinois Furniture Warehousemen's Ass'n.....	Third Monday of each month, except April. Hotel La Salle, Chicago. Annual Meeting.....	June 20
Pacific Coast Furniture Warehousemen's Ass'n.....	Los Angeles, Cal.	June
Southern Furniture Warehousemen's Ass'n.....	Jacksonville, Fla.	November

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HARRIS TRANSFER AND WAREHOUSE COMPANY

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MODERN FIREPROOF WAREHOUSE

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris
—he will look after your interests, also those
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

LITTLE ROCK, ARK.

WAREHOUSING AND FORWARDING

Distributors of Pool Cars, Parcel Post Catalogs and
Merchandise

TERMINAL WAREHOUSE COMPANY

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All track connection

BERKELEY, CAL.



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STORING
FORWARDING

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IN THE

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FROM OUR OWN SPUR TRACKSMANUFACTURERS consolidating carloads
for Southern California distribution are assured
of efficient and prompt service by consigning
them in our care. Rates on request.WAREHOUSEMEN, consign your household
goods shipments to us for prompt distribution
and quick returns.

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Local Rotary Club and Chamber of Commerce

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New Fireproof Warehouse on Track

Storage of Merchandise and Household Goods

Distribution of Car Lots a Specialty

Every Facility for Handling Safes, Boilers and Heavy
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Modern Equipment

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FURNITURE AND PIANO MOVING

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Only Fireproof Storage Warehouse in Hartford

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PIANO AND FURNITURE PACKER, MOVER
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Safe Mover—Freight and Baggage Transfer—STORAGE

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Special Facilities for Moving Heavy Machinery and Safes
Storage Warehouse for Merchandise
Separate Apartments for Furniture

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ARE YOU

Looking for a firm that will handle your shipments
Promptly—Efficiently—Courteously
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TRANSFER & STORAGE COMPANYMoves, Stores, Packs, Ships
Household Goods Exclusively

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Distributors—R. R. Trackage—Carloads a Specialty
Household Goods Moved, Stored, Packed and Shipped
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TRANSFER & STORAGE COMPANY
STORAGE, TRANSFER AND FORWARDING
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BEKINS
HOUSEHOLD SHIPPING COMPANY

Reduced Rates on Household Goods, Automobiles
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General Offices, 805 BEDFORD BLDG., Chicago
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Complete a Shipment—**

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tive companies—

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Protection of interests
of corresponding ware-
houses and customers.



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Pool Car
Handling
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The only warehouse located on the Great
North Shore with private railroad switch
track at its door, serving efficiently Edge-
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Consignments from all railroads bill to Wilson
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BROWN TRUCKING COMPANY

MOVING, DISTRIBUTING, STORAGE AND
GENERAL TRANSFER—MOTOR SERVICE

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Transfer and Storage of Household Goods, Merchandise, New Autos,
Implement, Heavy Haulage. Motor Service. Safe Deposit Vaults.
FACTORY DISTRIBUTORS

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We Have the Very Best of Equipment for Handling
Heavy Machinery, Boilers, Engines, Tanks,
Vaults and Safes for Erecting Smoke Stacks



INVESTMENT \$200,000.00

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warehouses in the country—centrally located on a privately
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We are equipped to give the very best service in all kinds of
moving and packing. All shipments consigned to our care will
receive prompt attention and our twenty-five years' experience
and reliability insures this service.

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Established
1892

If the City to which you are shipping
is not represented in this list, choose
the nearest as the geographical
arrangement will help you.

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Trucking Department under management of S. Arch. Campbell solicits the care of your shipments to this neighborhood and gives assurance of careful and prompt handling to and from all terminals and between cities in this section.

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We do all necessary retail INTRODUCTORY WORK, both with jobber and retailer.

In fact, we make ourselves your business RIGHT ARM in our territory.

We are more than brokers—we are business builders.

Your account, if intrusted to us, will receive the personal attention of an experienced and trained department head.

If you have an article of merit, WE CAN SELL IT.

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We own and operate a modern warehouse equipped with the latest improved sprinkler system. Lowest insurance rates. Centrally located with unexcelled trackage facilities. Capacity, 400 carloads. Can handle fourteen cars per day. Prompt and accurate service.

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Moved, Stored, Packed, Forwarded
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Phone Gilmor 3000.

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Graham's Storage Warehouse*The Largest in Baltimore*

Established 1887 GEO. D. MAGRUDER, Pres. and Gen'l Manager



800 Storage rooms, one to ten Van load capacity.
Vans load and unload in the centre of the building.

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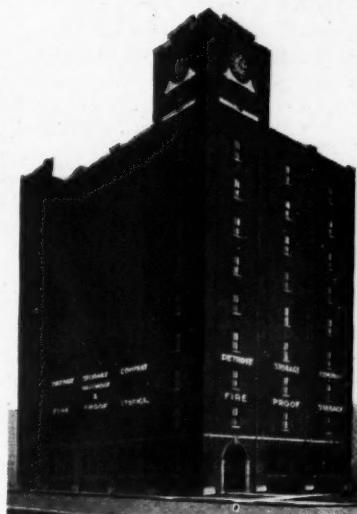
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50 Car Track Space on M. C. R. R. and Grand Trunk Motor Trucks—1 to 10 Tons Capacity

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Railroad Tracks to all lines—General Mdse. Storage. Merchandise Distributors giving services of a branch house without its expense. Our high grade buildings have the lowest insurance rates. 600,000 sq. ft. of floor space. Fleet of motor trucks making store door delivery daily in all parts of the Twin Cities. Freight shipments to all points in the Northwest without charge for cartage.

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Are You Giving Your Customers

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The present congested conditions of our railroads and slow movement of less than carload freight, and the possibility of embargoes on many commodities, make it more imperative than ever that you carry suitable stocks of your goods at important Western distributing centers to properly take care of your trade in that territory.

We invite you to make use of our warehouse as a branch of your own establishment for this purpose. Our building is of modern fireproof construction and equipment—automatic sprinkler system—low insurance rates—free switching of carloads. Ample teaming equipment and twenty years of knowing how, insures prompt, efficient and satisfactory service.

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Special attention given to the distribution of carload freight

Depots: St. Louis, Mo., and East St. Louis, Ill.

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Accommodations for brokers, jobbers, automobile manufacturers and dealers.

Household Goods Packed, Stored and Forwarded**MOVING—TRANSFER—FORWARDING**

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 Central Warehousemen's Club.
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Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

It is also worth your while to earn their reciprocity.

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"CITY OF OPPORTUNITY"**

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We have studied the problems of the national distributor of manufactured articles and merchandise and have both the experience and facilities to care for business of this kind in a way that will satisfy the most critical.

Write us about the goods you have to be distributed in this territory and we shall be glad to quote prices for delivery, storage or reshipping.

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ELDREDGE EXPRESS and STORAGE WAREHOUSE CO.

Office: 110 N. South Carolina Avenue
Inter-City Auto Service Heavy Hauling



Railroad Siding and Storage Yard
Storage for Goods and Merchandise
Piano Moving
Phone 108

CAMDEN, N. J.

Established 1903

Troth's Model Warehouses

5th and Byron Streets

MANUFACTURERS' DISTRIBUTORS

Correspondence Solicited
Direct Delivery Service Throughout Philadelphia

EAST ORANGE, N. J.

Established 1887

R. T. BLAUVELT, Pres.

LINCOLN STORAGE WAREHOUSES

FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT
Members of New Jersey—New York—Illinois—Southern
Warehousemen's Associations

Principal Office, 85 MAIN STREET

ELIZABETH, N. J.

Established 1885

Keating's Storage Warehouse
157-161 Jefferson Avenue 114-120 So. Park Street
Merchandise and Household Goods
STORAGE MOVING PACKING SHIPPING
Carload Distribution Auto Van Service

HOBOKEN, N. J.

FREIGHT STORAGE

5 BLOCKS FROM D. L. & W. FERRIES

LOW INSURANCE
RATES ON REQUEST

HUDSON STORES, INC.

Office and Warehouse:
Ferry Street and Park Avenue, Hoboken, N. J.
Phones—Hoboken 1810-1811-1812

JERSEY CITY, N. J.

STORAGE WAREHOUSE

PENN R. R. SIDING
INITIAL CARTAGE ELIMINATED BY SIDING
LOW INSURANCE CARLOAD DISTRIBUTION
RATES ON REQUEST

HUDSON WAREHOUSE & DISTRIBUTING CO.

Phones—Hoboken 1810-11-12
Ferry St. and Park Ave., Hoboken, N. J.

WAREHOUSE
108-114 Academy St., Jersey City

NEWARK, N. J.

Established 1850 Jos. V. Lupo, Pres. & Treas.
John F. Lupo, Sec.

JOB De CAMP, INC. 80 PARK PLACE

Transfer of Household Goods Storage of Household Goods
Freight, Heavy Haulage, Mdse., New Autos, Implements,
Motor Service Yard Storage.
Factory Distributors
N. J. W. A. Member of A. W. A. and N. Y. F. W. A.

NEWARK, N. J.

ESTABLISHED 1864

SHIP TO NEWARK'S
LEADING FURNITURE WAREHOUSE

KNICKERBOCKER STORAGE WAREHOUSE COMPANY

JOHN MULLIGAN, P. es. GEO. L. BARBER, Gen. Mgr.
100-106 Arlington Street

MOVING PACKING SHIPPING
MOTOR EQUIPMENT

MEMBERS N. Y. F. W. A. and N. J. F. W. A.

NEWARK, N. J.

ESTABLISHED 1892

MODEL STORAGE WAREHOUSES

T. L. MORTON, Manager 54-56 Belleville Avenue
STORAGE MOVING PACKING
 MOTOR EQUIPMENT
 SILVER AND SAFE DEPOSIT VAULTS
 MEMBERS N. Y. F. W. A. and I. F. W. A.

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Petry Express & Storage Co. (INCORPORATED)

STORAGE WAREHOUSES
MERCHANDISE and HOUSEHOLD GOODS
MOVERS—PACKERS—SHIPPERS
MOTOR VAN SERVICE

Carloads Distributed. Manufacturers' Distributors.
 Members N. Y. F. W. A. and I. F. W. A.

ALBANY, N. Y.

SECURITY STORAGE & WAREHOUSE CO., INC.

Jas. G. Perkins, Custom House Broker
 1 DEAN STREET
 Storage, Transferring and Forwarding
 Direct Track Facilities Pool Car Distribution

BINGHAMTON, N. Y.

Member Chamber of Commerce

JOHN B. SOUTHEE STORAGE WAREHOUSE AND VAN OFFICE

MOVING AND TRUCKING OF ALL KINDS
 178 STATE STREET

Office Phone 1366
 House Phone 1799Residence,
 60 Moeller St.

If the City To Which You Must Ship

Is not represented in this index, communicate with the company nearest to it. In all probability they can handle the goods for you or at least suggest who should do so.

BROOKLYN, N. Y.

Cable Address, *Jenkinlis*
 Western Union

Long Distance Phones
 3100-3101-3102 Bedford



ABSOLUTELY FIREPROOF

Long Island Storage Warehouses

Nostrand and Gates Avenues
 BRANCH WAREHOUSES
 881-891 Park Avenue 781-789 Kent Avenue

To save delay in consignments for delivery to any part of New York City or Brooklyn, mark goods in our care to "Eastern District Terminal, Brooklyn." This is the center of Greater New York—no delay due to congestion.

Try shipping this way. We know

BROOKLYN, N. Y.

Established 1889

Chas. D. Strang

195 So. PORTLAND AVE.

Send your shipments to Brooklyn in my care.
 Both your customer and yourself will receive prompt, careful and courteous attention.

Motor Truck Service
 Merchandise Storage and Distribution

Fireproof Warehouse

STORAGE SPACE FOR MDSE. OF ALL DESCRIPTION
 Member N.Y.F.W.A.—I.F.W.A.—S.F.W.A.

BUFFALO, N. Y.

BUFFALO STORAGE & CARTING COMPANY

STORAGE, TRANSFER AND
 FORWARDING
 Warehouse on New York Central Tracks

These Advertisements are arranged geographically by States and then by towns, thus localizing the companies for convenience of shippers.

BUFFALO, N. Y.

**WE WILL LOOK AFTER YOUR INTEREST,
ALSO THAT OF YOUR CUSTOMERS**



OUR large, specially-built, six-story household goods warehouse is one of the finest between New York and Chicago. (Capacity 1000 van loads.) With our corps of expert workmen and unequalled facilities, we can render prompt and efficient service to your Buffalo patrons.

**Furniture Stored, Packed or Shipped
to Any Part of the World**

Convenient to the railroad switches Low Insurance Rates
Motor Trucks for Prompt Delivery Fireproof Vaults

COLD SPRING STORAGE COMPANY
1432-1442 Main Street

J. W. POWELL, President and General Manager
Members of Buffalo Chamber of Commerce, Illinois Furniture Warehousemen's Ass'n, New York Furniture Warehousemen's Ass'n.

BUFFALO, N. Y.**O. J. GLENN & SON**

Everything in the Line of Moving,
Carting, Packing, Storage

OFFICE: 204 TERRACE STREET

ELMIRA, N. Y.**Elmira
Storage & Sales Co., Inc.**

BEST DISTRIBUTING POINT in Western New York and Pennsylvania.

Warehouse, 50,000 square feet floor space, can accommodate 100 cars of merchandise.

Free switching privileges D. L. & W., Erie, Penna. and L. V. railroads. Switch enters building; can load and unload under cover.

General Merchandise and Storage. Forwarding and Transferring a specialty.

Competent help in office and warehouse. We can be used as a branch house at no extra expense.

We do our own trucking.

**CONSIGN YOUR SHIPMENTS
TO THE
RESPONSIBLE AND EFFICIENT
COMPANIES LISTED HERE**

ITHACA, N. Y.**Mitchell The Mover, Inc.**

**Household Goods and Merchandise Storage
Every facility for the prompt and efficient
DISTRIBUTION OF MANUFACTURERS' STOCKS
Transfer of goods and heavy and long distance hauling.**

We also operate Mitchell Motor Express Lines between all important central New York points.

Quicker Service at Lower Rates**NEW YORK, N. Y.**

The Claremont Storage Warehouse and the H. D. Bahr Trucking Company are operated under the same management and ownership.

The combined facilities of these two establishments offer you the most complete service in upper New York City.

We are specialists in the storage and distribution of general merchandise accounts and earnestly solicit your patronage.

Address
**H. D. BAHR
TRUCKING CO.**

280-287 East 137th Street
NEW YORK CITY

**NEW YORK, N. Y.****Julius Kindermann & Sons**

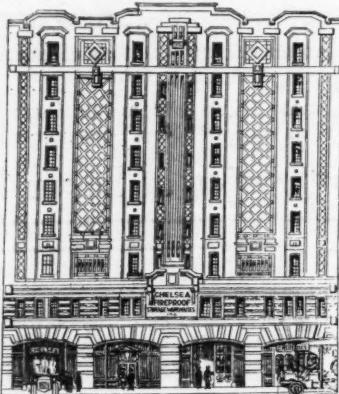
Three large fireproof storage warehouses adjacent to Washington Heights and all counties in Westchester section

1360-62 Webster Avenue, near 170th Street, Bronx

This Space For Sale

well located on a busy thoroughfare where all the big men of the industry pass every month.

NEW YORK, N. Y.

Chelsea Fireproof Storage Warehouses, Inc.**COMPLETE SERVICE TO SHIPPERS****Storage, Moving, Packing, Shipping, Express
and General Trucking**Ship to the
ChelseaEquipped
for prompt
service.

Our Harlem Warehouse

Chelsea Fireproof Storage Warehouses, Inc.LOUIS SCHRAMM, Pres. WM. F. HAHN, Secy and Treas.
Main Office 426-434 West 26th St.

Harlem Branch 112-120 West 107th St.

Members of
New York Furniture Warehousemen's Association
Illinois Furniture Warehousemen's Association
The Merchants' Association of New York

NEW YORK, N.Y.

Metropolitan**Fireproof Storage Warehouse Co.**14-39-41 WEST SIXTY-SIXTH STREET
Near Central ParkCHARLES S. MORRIS, Pres. and Treas.
LAWRENCE S. MORRIS, Sec'y and Gen. ManagerWe Bid for Your Business on a Basis of
Service—"We Know How"**TWO FIREPROOF BUILDINGS
MOTOR OR HORSE-DRAWN VANS
AN EFFICIENT PACKING FORCE**

Adjacent to all Freight Terminals

ESTABLISHED 1875
"That means something"Members of New York Furniture Warehousemen's Ass'n.
Illinois Furniture Warehousemen's Ass'n.
Southern Furniture Warehousemen's Ass'n.
Van Owners' Ass'n of Greater N. Y.
New Jersey Warehouse & Van Owners' Ass'n.

PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS

NEW YORK, N. Y.

**MORGAN & BROTHER****Storage Warehouses
and Motor Vans****MOVING STORAGE PACKING**

Our reputation in handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

*Furniture and Works of Art Boxed
and Shipped to all Parts of the World*230-232-234-236 WEST 47th STREET
TELEPHONE 52 BRYANT

Near Broadway

Cable Address: MORGANWARE

Members:

New York Furniture Warehousemen's Association
Illinois Furniture Warehousemen's Association
Van Owner's Association of Greater New York

NEW YORK, N. Y.

Vandam Warehouse Co., Inc.General Offices—No. 29 Broadway
NEW YORK CITY

Phone Whitehall-353.

8 CITY WAREHOUSES

also

Waterfront Pier and Warehouses:
MARINER'S HARBOR, STATEN ISLAND**Ask our Editors**If you need information
relating to this field.New equipment? new
methods? facts or figures?If we can serve you we'll
be glad.

NEW YORK, N.Y.

"EXPERT SERVICE PAYS"**MOVING PACKING
SHIPPING****VAULTS for STORING PACKAGES
of SILVER PLATE and VALUABLES**

Our central location and modern equipment enable us to offer you an unusually efficient service for your New York consignments.

*Members of New York Furniture Warehousemen's Association
Illinois Furniture Warehousemen's Association*

THE WEST END STORAGE WAREHOUSE

Ben Blumenthal, Proprietor Grant Wayne, Manager
Louis J. Crumm, Sup't.

202-210 West 89th Street



Consign all C. L. & L. C. L. Shipments for Delivery to Warehouse
B. & O. R. R.—135th St. and Harlem River Station
C. R. R. of N. J.—132d St. and S. Boulevard Station
D. L. & W. R. R.—135th St. and Harlem River Station
Erie R. R.—135th St. and Harlem River Station
Lehigh Valley R. R.—E. 124th Street Station
L. I. R. R.—Harlem and Morrisania Station
N. Y. C. & H. R. R.—130th Street Station
N. Y. N. H. & H. R. R.—Harlem River Station
Penn. R. R.—E. 125th Street Station
West Shore R. R.—130th Street Station

ROCHESTER, N.Y.

**JOSEPH A. SCHANTZ
COMPANY**

173-219 CENTRAL AVENUE



We have every facility for handling your Rochester shipments

**Two Fireproof Warehouses
Two Non-fireproof Warehouses
Large Fleet of Modern Motor Vans**

By mailing your Rochester bills of lading to us you are guaranteeing the most prompt and courteous service to your patrons. You are also protecting your own interests, because we will return all collections promptly and watch the details carefully.

Member of New York Furniture Warehousemen's Ass'n.

NIAGARA FALLS, N.Y.

WILLIAM YOUNG**TRANSFER AND STORAGE OF
HOUSEHOLD GOODS**

MACHINERY AND SAFE MOVING A SPECIALTY
"Unexcelled SERVICE"

ROCHESTER, N.Y.

Blanchard Storage Co., Inc.

Allen and N. Washington Streets
Arthur S. Blanchard, President and Treasurer

Storage Moving HOUSEHOLD GOODS Packing Shipping
Rochester "Chief" Rug and Carpet Cleaners

Members New York and Illinois Furniture Warehousemen's Association

UTICA, N.Y.

**UTICA
CARTING & STORAGE COMPANY**

Storage, Trucking, Forwarding,
Shipping, Rigging, Transferring,
Distributing, Checking, Packing

MOTOR VANS FOR LONG DISTANCE

Members New York and Illinois Associations.

ROCHESTER, N.Y.

ROCHESTER CARTING CO.

Members New York Warehousemen's Association

Distributors of Car Load Freight

Unsurpassed facilities for Storing, Transferring and Forwarding
Merchandise and Household Goods
Two Large Storage Warehouses

162-164 ANDREWS STREET

**If Your City Isn't
Represented Here**

Put it on the shippers' map by
inserting your card in this space.

AKRON, OHIO

**The Union Fireproof Warehouse Co.
operating:****The Union Fireproof
Furniture Warehouses**

Moving—Packing—Shipping—Storing
Household Goods

Motor Vans for City and Suburban Removals and

The Union Terminal Warehouses

Merchandise (Non Fireproof)

Complete Facilities for Distribution of

Pool Car Shipments

Motor Trucking

AKRON, OHIO

The Cotter System

Members N. Y., Ill. and American Warehousemen's
Associations

CANTON, OHIO

CUMMINS STORAGE COMPANY

STORAGE, DRAYING, PACKING AND
FREIGHT HANDLING A SPECIALTY

Unsurpassed Facilities for Handling Pool Cars
310 EAST NINTH STREET

CINCINNATI, O.

STORAGE

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

A SERVICE THAT SATISFIES

Prompt Deliveries by Motor
Complete Transfer Facilities

Member
of
New York Furniture
Warehousemen's
Association
and
Illinois Furniture
Warehousemen's
Association

FRED
PAGELS

937 West 8th St.



CINCINNATI, OHIO

"STACEY FIRST"



SERVICE

FIREPROOF AND NON-FIRE-
PROOF WAREHOUSES

MODERN MOTOR
VAN EQUIPMENT

RELIABILITY

Established 1891 Investment \$250,000
Your interests carefully protected

STACEY STORAGE CO.
2333 Gilbert Avenue

CLEVELAND, OHIO

SERVICE IS THE THING

For You and Your CLEVELAND Customers

LET US SERVE THEM AS
THEY SHOULD BE SERVED

Our Equipment—Fireproof and
Non-Fireproof Storage. Motors
and Horse-Drawn Vans.

Our Organization is complete and
is more than ample for the largest
and most difficult proposition.

We Conserve Your Interests

THE CENTRAL STORAGE
WAREHOUSE CO.

1843 East 55th Street
5601 Hough Avenue

CLEVELAND, O.

The International Warehouses

(Owned and operated by
The International Transportation Company)

Absolutely fireproof construction, with modern equipment for the prompt and economical handling of all descriptions of freight.

We have sidings on New York Central, Pennsylvania and Nickel Plate Railroads. Free switching to and from all roads.

We specialize on the distribution of pool cars and, as we ship pool cars ourselves, thoroughly understand shippers' requirements.

Motor truck service for deliveries within 60 miles.

Regular Consolidated Carload Service between Cleveland and New York, Hoboken, Boston, Philadelphia, Baltimore, Chicago and the West and other principal points.

Licensed Custom House Brokers.

United States Food Administration License No. G, 83799

General Offices:
Guardian Building, Cleveland.

Long distance telephones: Main 7025, Central 39.



7724 DETROIT AVENUE

CLEVELAND, OHIO

The Lincoln Fireproof Storage Company

5660-5704 Euclid Avenue

Adjoining Penn. R. R. Euclid Avenue Freight Station and Team Tracks

CLEVELAND, OHIO

NEAL FIREPROOF STORAGE COMPANY

7208-16 EUCLID AVENUE

Modern Fireproof Buildings Carload Consignments Solicited

PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS

CLEVELAND, OHIO

THE REDHEAD STORAGE CO.

2041 E. 105th STREET

MOTOR VAN SERVICE

Fireproof Warehouse
Household Consignments Solicited
Satisfactory Service Assured

Members I. F. W. A. N. Y. F. W. A.

COLUMBUS, OHIO

THERE IS
NOTHING TOO LARGE
NOR TOO SMALL
FOR US TO HANDLE

THE BUCKEYE TRANSFER & STORAGE COMPANY

COLUMBUS, OHIO

THE KUTSCHBACH-MCNALLY CO.

Complete Facilities for Storing and Forwarding
HOUSEHOLD GOODS and MERCHANDISE

Siding on Pennsylvania Tracks
Manufacturers' Distributors MOTOR Equipment
Member Interstate Warehousemen's Association

DAYTON, OHIO

THE LINCOLN STORAGE CO.

"Fireproof"

BIG 4 TRACK IN BUILDING. Members N. Y. & I. F. W. A.

313-315 EAST FIRST STREET

A. B. Compton, Vice-President

LIMA, OHIO

Manufacturers' Distributors

EAGY TRUCK AND STORAGE

320-322 NORTH CENTRAL AVE.

MERCHANDISE and HOUSEHOLD GOODS
Motor Equipment, General Trucking, Long Distance
Moving, Storage and Vans

MANSFIELD, OHIO

THE COTTER TRANSFER AND STORAGE CO.

FIREPROOF AND NON-FIREPROOF WAREHOUSES

Furniture and Merchandise Storage

Motor Trucks Heavy Hauling Distributing

The Cotter System

Members New York, Illinois and American Warehousemen's Assns.

SANDUSKY, OHIO

The Island & Terminal Transfer Co.

JOHN A. MILLOTT, MGR.
TRANSFER, DRAVAGE and STORAGE
New Three-story Fireproof Building, also Non-fireproof
Buildings

MERCHANDISE AND HOUSEHOLD GOODS
Complete Distributing Facilities
Steamboat Landing and Railroad Siding

SPRINGFIELD, OHIO

Bill All Shipments for Springfield, Ohio, to

**WAGNER
FIREPROOF STORAGE & TRUCK CO.**

Siding on Pennsylvania Lines

Complete Facilities for Distribution of Pool Car Shipments
Moving—Packing—Shipping—Storing
Household Goods and Merchandise**TOLEDO, OHIO****DEPENTHAL
TRUCK & STORAGE COMPANY**

108 SUMMIT STREET

Member of New York, Illinois, and Southern Furniture
Warehousemen's Associations**TOLEDO, OHIO****THE TOLEDO
MERCHANTS' DELIVERY COMPANY**

128 SUMMIT STREET

AUTO SERVICE—FIREPROOF STORAGE

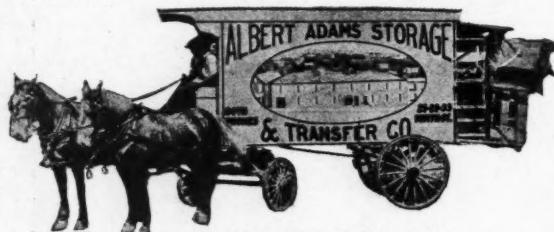
Household Goods and Automobiles Moved, Packed, Shipped and
Stored. Safes, Boilers, Machinery and Smokestacks Moved.

100% SERVICE

Reference: Second National Bank, or any bank in Toledo

YOUNGSTOWN, OHIOLocal and Long Distance Hauling
Manufacturers' Distributors Carload Distribution**ZANESVILLE, OHIO****ALBERT ADAMS
STORAGE AND TRANSFER CO.**

25-29-33 Ninth St.

Merchandise and Household Goods.
Manufacturers' Distributors. Carload Distribution
50,000 Square Feet of Floor Space

Notice this section grow.

This means that shippers find it useful.

This usefulness will increase with every addition.

OKLAHOMA CITY, OKLA.**O.K. TRANSFER & STORAGE CO.**

Fireproof Warehouse

HOUSEHOLD GOODS AND MERCANDISE
STORAGEWe Solicit Your Oklahoma City Shipments
Warehouse on Tracks

A. C. WEICKER, President

Members of F. W. A., New York, American Chain, Central, Southern,
Pacific Coast Warehousemen's Association**TULSA, OKLA.****Tulsa Warehouse Company**

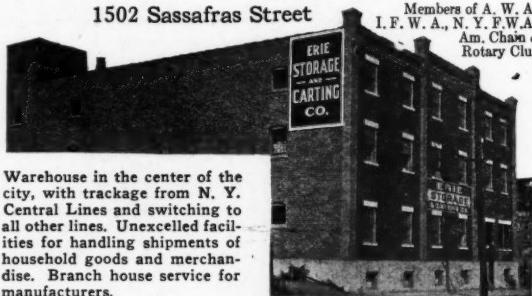
Inc. \$200,000

Our business is your business in Tulsa.
We store your merchandise.
We look after your shipments.
We collect your drafts and accounts.
We distribute your samples.
We make you reliable credit reports.
We trace your cars and save you demurrage.
We furnish offices for rent to our patrons.
We loan you money on your warehouse receipts.
We give you real service promptly.
If there is anything else we can do for you, our services
are at your command.

ORRA E. UPP, President and Manager.

ERIE, PA.**ERIE
STORAGE & CARTING COMPANY**

1502 Sassafras Street

Members of A. W. A.,
I. F. W. A., N. Y. F. W. A.,
Am. Chain &
Rotary Club

Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

HARRISBURG, PA.**MONTGOMERY & CO.**

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding
Direct Track Facilities Pool Car Distribution
Members A. W. A. and American Chain of Warehouses

LANCASTER, PA.**KEystone STORAGE COMPANY**

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
Siding on P. R. R. and P. & R.

OIL CITY, PA.

CARNAHAN
TRANSFER & STORAGE COMPANY
R. C. LAY, Proprietor
Piano Moving a Specialty
Distributing and Forwarding Agents; Packing
Fireproof Warehouse

PHILADELPHIA, PA.

ADVANCE

STORAGE
COMPANY

13-15 N. 59th Street

SAMUEL S. JOHNSTON, Mgr.
Warehouse 500 loads capacity

Our motor trucks are operated by careful men who are thoroughly experienced in handling furniture and pianos.

We are in a position to guarantee you satisfaction and solicit your order.

There Are Two Parties To Every Shipment

Try to make your company the shipper or the consignee of every important movement in your city.

Keep in touch with your colleagues through these columns.

PHILADELPHIA, PA.

ATLAS



STORAGE WAREHOUSE

Office and Warehouse:
Market and Thirty-seventh Streets,
Philadelphia, Pa.

Member Pennsylvania,
New York, Illinois,
and Southern Furniture
Warehousemen's Associations

Service is the measure of the difference between good work and poor.

Service of the right sort in the storage, moving, packing and shipping of household goods and office furnishings exclusively, constitutes our business.

As it relates to shipments consigned to us, we interpret service to require safeguarding the interests of the shipping warehouse, prompt remittance of collections, fair charges and treatment to customers, and to all—courtesy.

We solicit your Philadelphia shipments.

For West Philadelphia and general city delivery consign C. L. and L. C. L. shipments—P. R. R., 30th and Market Sts. Station; P. & O. R. R., 24th and Race Sts., Station; P. & R. R. R., 23rd and Arch Sts. Station.

PHILADELPHIA, PA.

Columbia Ave. Storage Company

1511 to 1519 Columbia Avenue

EXCLUSIVELY HOUSEHOLD GOODS

Motor Equipment

Moving Packing Shipping

Operated by the

TERMINAL WAREHOUSE AND TRANSFER CO.

Delaware Avenue and Green Street

GENERAL MERCHANDISE

Forwarding and Distributing

9 Warehouses. 16 Acres of Floor Space. Trackage Facilities for 17 Cars.

Members { American Warehousemen's Association
American Chain of Warehouses

PHILADELPHIA, PA.



Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio.

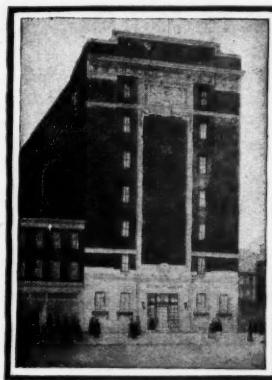
Collections through our office will assure prompt returns.

Fireproof and Non-Fireproof Warehouses

Miller North Broad Storage Co.

2709-2721 North Broad Street

PHILADELPHIA, PA.



20th CENTURY

THE LAST WORD IN WAREHOUSES

A solid concrete building. Best location in Philadelphia. A fleet of Pierce Arrow enclosed vans. We operate a large garage adjoining our warehouse capable of accommodating the largest van built. Try us when your van is in Philadelphia. All collections through our office promptly remitted. Members New York Warehousemen's Association.

20th CENTURY STORAGE WAREHOUSE CO.

3120-22-24-26-28-30 MARKET STREET
(Opposite West Philadelphia Station P. R. R.)

PHILADELPHIA, PA.

Penn Storage and Van Co.

2136 MARKET STREET

Who looks after YOUR interests, also those of your CUSTOMER, in PHILADELPHIA?

Good packing needs careful unpacking to insure a Satisfactory Removal.

"LET WIGHTMAN DO IT"

He's been doing it for over twenty-five years.
Ship in our care as follows:

30th and Market St. Station
Pennsylvania R. R. Co.

23d and Arch Street Station
Philadelphia & Reading Ry.

24th and Race Street Station
Baltimore & Ohio R. R.

PHILADELPHIA, PA.

OUR HOBBY

is the distribution of goods for
National Merchandisers

North Philadelphia Storage Co., Inc.
SHIBE BALL PARK

PITTSBURGH, PA.



Fireproof
I will grow four
more stories



Garage & Stables

BLANCK'S Transfer & Storage Co.

Moving, Packing and Storage
MOTOR TRUCK SERVICE—SEPARATE ROOMS FOR STORAGE



Fireproof

6344
Penn
Ave.
EE



Fireproof

PITTSBURGH, PA.**HASLEY BROTHERS**

TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS
FIRE PROTECTED STORAGE—MEMBERS A. W. A.**PITTSBURGH, PA.****We Serve Pittsburgh and Vicinity**

Our experience of 28 years and constant growth coming with such a long period of activity, enables us to safeguard the joint interests of our correspondents and their customers.



Shipments consigned in our care are insured careful handling and personal attention.



We have trackage on Penn'a. Railroad (East Liberty Station) direct to warehouse; padded vans, both motor and horse drawn, thoroughly skilled workmen, 2,000,000 cubic feet of storage space.

ESTABLISHED 1889 : INCORPORATED 1898
CABLE ADDRESS: DON'TFORGETTOGETTHEMONEY

HAUGH & KEENAN
Storage and Transfer Company

Centre and Euclid Avenues

PITTSBURGH, PA.**HOEVELER**
WAREHOUSE COMPANY

MOVERS AND STORERS

750 MILLVALE AVENUE

PITTSBURGH, PA.**MURDOCH**
STORAGE & TRANSFER COMPANY

General Office, and Warehouses

546 NEVILLE STREET
PITTSBURGH, PA.

Branch Warehouse, Wilkinsburg, Pa.

Murdoch Means Service

PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS

PITTSBURGH, PENNA.**J. O'NEIL EXPRESS & STORAGE**

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty. General Hauling.
NEW FIREPROOF STORAGE HOUSE
Separate Rooms**PITTSBURGH, PA.**Building 100 x 125—8 Stories Front
9 Stories Rear—Garage in Basement—Just Completed**Shanahan**
Transfer & Storage Company

Fireproof Storage for Household Goods.

All Separate—1200 Fireproof Rooms.

Furniture Moved and Packed for Shipment.

Motor Vans, Trucks. Special Heated Piano Floor

Fifth Ave. at McKee Place

(Next Door to You)

Established 1865. Over 50 Years

PITTSBURGH, PA.**WEBER**
EXPRESS & STORAGE COMPANY

GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos

4620 HENRY STREET

SCRANTON, PA.

"The World Moves—So Does Post"

R. F. POST

ESTATE

44 LACKAWANNA AVENUE

Freight, Furniture, Pianos, Safes, Machinery, Boilers, Stacks, etc.
DRAYMAN, RIGGER, AND WAREHOUSE**SCRANTON, PA.**

Established 1894.

"He Profits Most Who Serves Best"

The Quackenbush Warehouse Co.

Incorporated.

Warehousing of every description: Storing, Packing, Carting,
Shipping. R.R. Siding. Manufacturers' Distributors.

Correspondence Solicited.

Wilkes-Barre, Pa.

Scranton, Pa.

WILKES-BARRE, PA.

Established 1894

"He Profits Most Who Serves Best"

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Correspondence Solicited

Wilkes-Barre, Pa.

Scranton, Pa.

PROVIDENCE, R. I.**CADY MOVING & STORAGE CO.****STORAGE WAREHOUSES**

Household Furniture and Pianos

Packing, Crating and Shipping.

62 to 70 Dudley Street.

CHATTANOOGA, TENN.**THE CHATTANOOGA
TRANSFER & STORAGE CO.**

Fireproof Warehouse

Furniture Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

NASHVILLE, TENN.**E. M. BOND
FIREPROOF STORAGE CO.
HOUSEHOLD GOODS AND MERCHANDISE**

Modern Fireproof Building

Private Siding With All Rail Connections.

EL PASO, TEXAS**WESTERN
TRANSFER & STORAGE COMPANY**

220-26 S. STANTON STREET

ONLY FIREPROOF STORAGE IN EL PASO
Forwarders and Distributors—Trucking of all kinds—Distribution
Cars a specialty—Warehouse on Track**Your Advertisement
In This Space**

will be read not only by warehouse and transfer men shipping to your neighborhood but by many national manufacturers looking for distributing facilities

FORT WORTH, TEXAS**Binyon-O'Keefe
Fireproof Storage Company**

Est. 1875

Your consignments to Fort Worth will receive intelligent service. We have a siding on the Rock Island Railroad with free switching from all lines. Fireproof warehouse, 90,000 sq. ft., yard storage, factory distributors.

Members of

Illinois Furniture Warehousemen's Association
Southern Furniture Warehousemen's Association
Central Warehousemen's Association

YAKIMA, WASH.**MILLER & LENINGTON
CONTRACTORS****DISTRIBUTING and FORWARDING AGENTS****TRANSFER-STORAGE-WAREHOUSING**

Motor Trucks and Team Equipment for All and Every Kind of Hauling

SHIP IN OUR CARE and let us be "At your service with best of service"

Office: 10 East A Street Sidney Hotel Bldg.
'Phone 571

YAKIMA, WASH.

J. J. Crawford

W. E. Norton

**Yakima Transfer Co.
STORAGE****Auto Trucks and Moving Vans**

Office and Warehouse:
11 SOUTH FIRST AVENUE

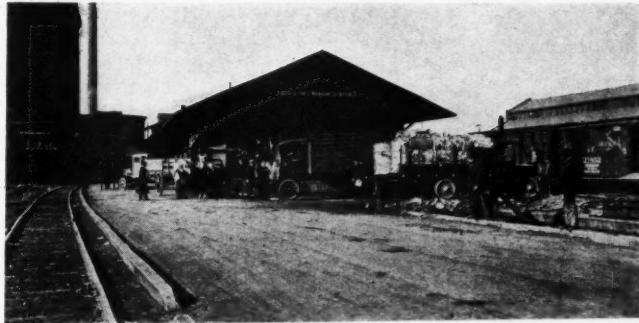
Freight, Baggage and Piano Moving a Specialty
New Warehouse for General Storage

Merchandise Storage, Transferring, Packing and Forwarding — Pool Car Distributing — Direct Track Facilities.

POOL CARS DAILY

BETWEEN ALL POINTS

Tell us what you have to ship and when and where it is to go.



Economy in Shipments

and increased promptness are secured by using the facilities we offer. We have our own track connections and affiliated warehouses in all important centers.

We are in constant touch with all matters concerning transportation—both Domestic and Export.



Shipments cleared for all parts of the world. Lowest insurance rates quoted.

Furnish us with details of your prospectus. We will wire you prompt quotations, rates, routes, etc.

WRITE, PHONE OR WIRE

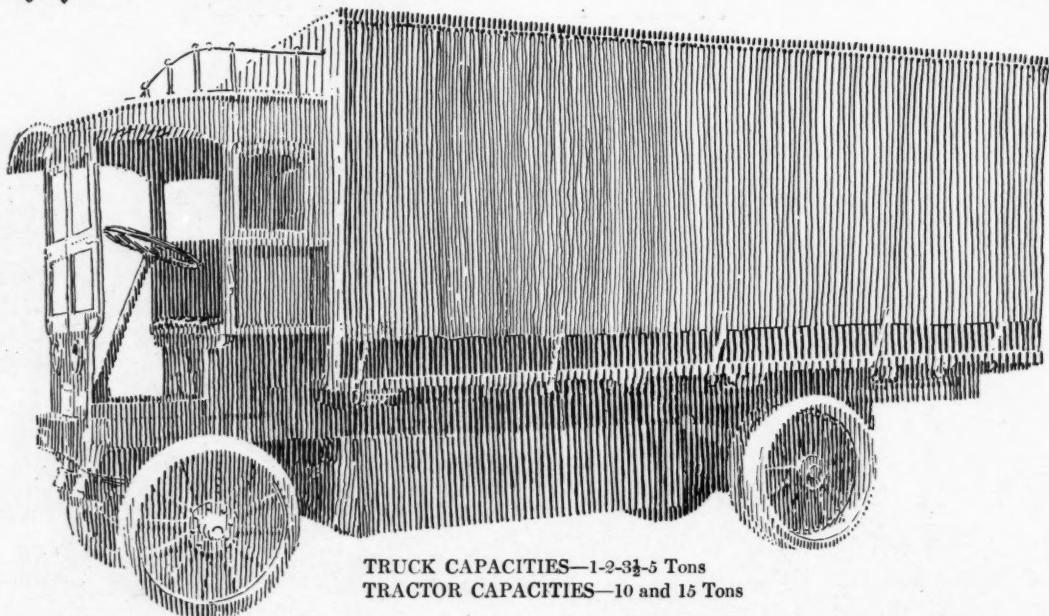
Louisville Public Warehouses

Louisville, Ky.

Universal Forwarders, Inc.

29 Broadway, New York

Walker Electric Trucks



TRUCK CAPACITIES—1-2-3½-5 Tons
TRACTOR CAPACITIES—10 and 15 Tons

Lowest trucking cost

It was not necessary for war time conditions to emphasize the unequalled economy of Walker Trucks to their owners. During *After War Peace Times*, low haulage costs are of equal importance.

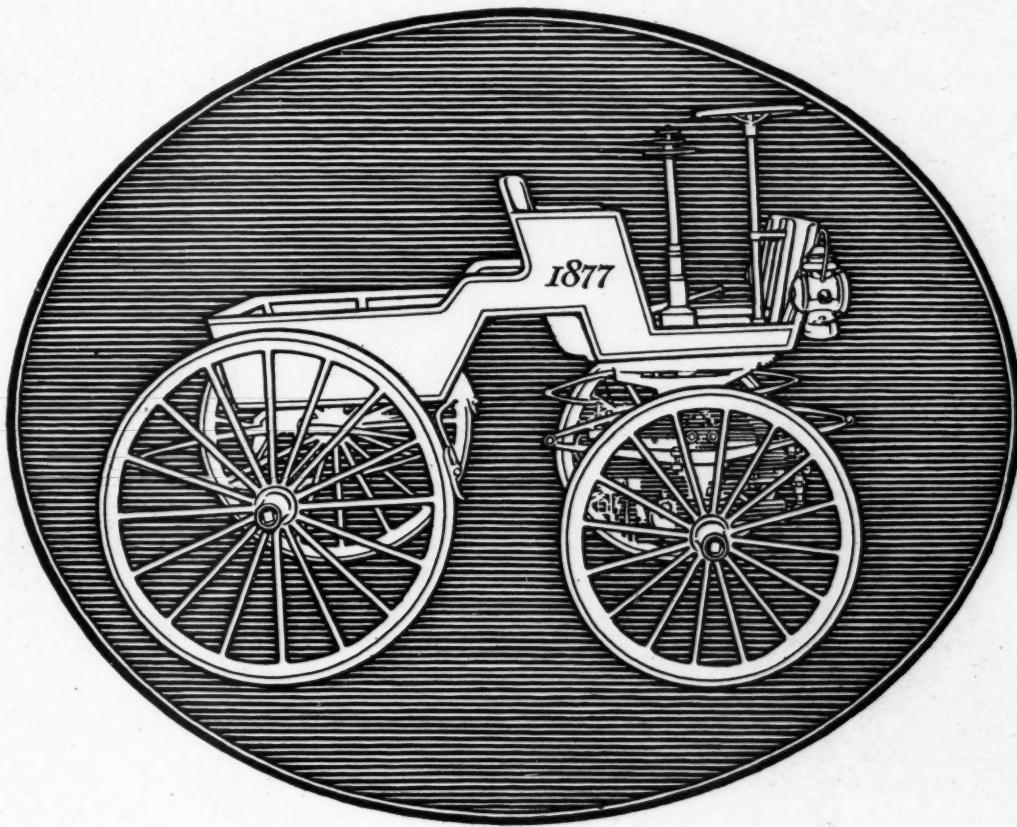
Probably the greatest single contributing feature is the Walker Balance Drive. Further details from any Walker user, branch, or dealer.

Walker Vehicle Company

America's Largest Manufacturer of Electric Trucks and Tractors
New York CHICAGO Boston

PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS

Selden Trucks



1877

The first gasoline motor propelled road wagon was a SELDEN. The present types of SELDEN TRUCKS are the result of years of continuous experiment, observation and experience in manufacture since the day of their inception in 1877.

One to Five Ton Models. Write for full information.

SELDEN TRUCK SALES COMPANY
ROCHESTER, N. Y., U. S. A.

PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS

Now it is the Storage Battery Vehicle



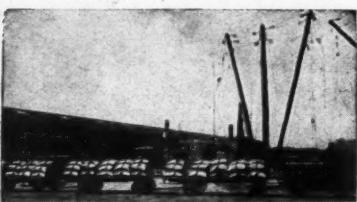
Right into the car to unload with the storage battery truck



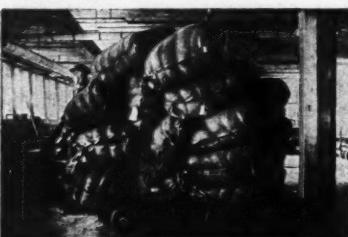
Doing six men's work and in less time



Up a 21% incline with load of cocoa beans



Hauling big loads at docks and terminals



Bulky goods are easily and quickly handled

Two important conditions have brought about a tremendous increase in the use of storage battery vehicles. Shortage of common labor, such as hand truckers, etc., has brought about the use of the storage battery industrial truck or tractor. One of these and one man does the work of as many as ten or fifteen hand truckers. The illustrations at the left show some of these at work.

Increased costs of gasoline and labor have resulted in greatly increased use of the storage battery road truck. And to their great satisfaction, users find that electrics operate cheaper than "gas" cars, even at pre-war gasoline prices.

The storage battery vehicle is coming into its own.

The storage battery is the most important part of the storage battery vehicle. On it depends reliable and economical operation.

No small part of the success of these vehicles is due to the use of Edison Storage Batteries.

The Edison Storage Battery is different from all others. It is the only battery that has *any iron or steel* in its construction or elements, or that uses a *non-acid solution*.

These features give the Edison Battery great strength, durability and reliability. It stands up in the hardest service, day in and day out, year after year.

Let us tell you how you can apply electrics to your transportation problems. Ask for Bulletins 500B and 600B, and details.

EDISON STORAGE BATTERY CO.
FACTORY AND MAIN OFFICE, ORANGE, N. J.

Distributors in

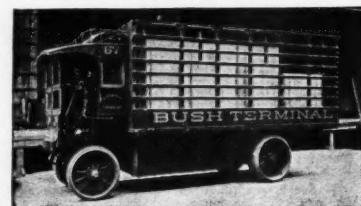


New York
Detroit
Los Angeles

Boston
San Francisco
New Orleans
Kansas City

Chicago
Seattle
Pittsburgh
Philadelphia

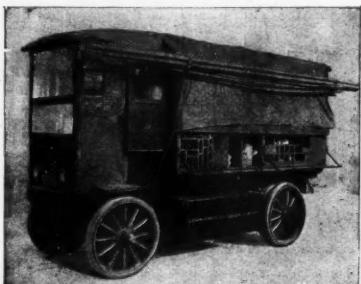
TRADE MARK
Thomas A. Edison
A PRODUCT OF
THE EDISON
LABORATORIES



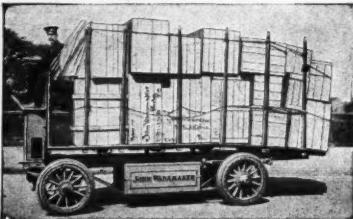
One of a fleet of 42 5-ton trucks in regular use at a large marine terminal



Electrics have proven very economical for express and transfer companies. The upkeep and repair costs of electrics are remarkably low. Simplicity of its power plant and reliability of Edison Batteries ensure this



Over 142 Edison Vehicle Batteries are being used by company operating above truck



Know your transportation costs and you will use electrics. Leading merchants have proved the economy of equipping large fleets with Edison Batteries



Wonderful Long Distance Hauling

In the transfer and storage field the best truck is the Acme. Actual tests and comparisons made by transfer men everywhere demonstrate beyond a doubt the Acme's ability to give that super-service for which it is noted.

No truck is better fitted by construction than the Acme to answer the special needs of the transfer and storage business. Vital parts are greatly over-strengthened to meet the stress that a truck in transfer service must stand.

Read the letter from Foltman Bros. telling of the wonderful work performed by their 2-ton Acme. It is only one of hundreds of instances of how the Acme is making money for transfer and storage concerns everywhere.

Acme is built in 1- to 5-ton models.

ACME MOTOR TRUCK COMPANY, 336 Mitchell St., Cadillac, Mich.

Acme Proved Units

Continental Red Seal Motor
Timken Axles
Timken Bearings
Timken-Detroit Worm Drive
Cotta Transmission
Borg & Beck Clutch
Ross Steering Gear
Blood Bros. Universal Joints
Detroit Springs
Artillery Type Wheels
Eisemann High Tension Mag.-
neto
Rayfield Carbureter
Stewart Vacuum Feed
Tubular Truck Type Radiator
Centrifugal Type Governor

ACME
REG. U.S. PAT. OFF.

The Truck of Proved Units

The Secret of Acme Supremacy is Acme Proved Units

for the big powerful Acme, alone in the truck field, combines in one harmonious whole, all the units which are proved—which the engineering world acknowledges as supreme. That means that you can judge in advance the qualities of the wonderful Acme truck. Acme buyers get proved super-service, with lowest upkeep.

Keen judges in the transfer and storage business select the Acme because it has proved itself to be one truck that fills the needs of their business.

Write for our book, "Pointers to Profits." It's full of vital facts that truck owners and users should know. A money saver to those who are considering the purchase of a truck. Send for it.

Oversize in capacity and dimensions.

PROOF
FOLTMAN BROTHERS
LONG DISTANCE MOVING
LONG ISLAND, N. Y.
Acme Motor Truck Company,
Cadillac, Michigan.

Gentlemen:—

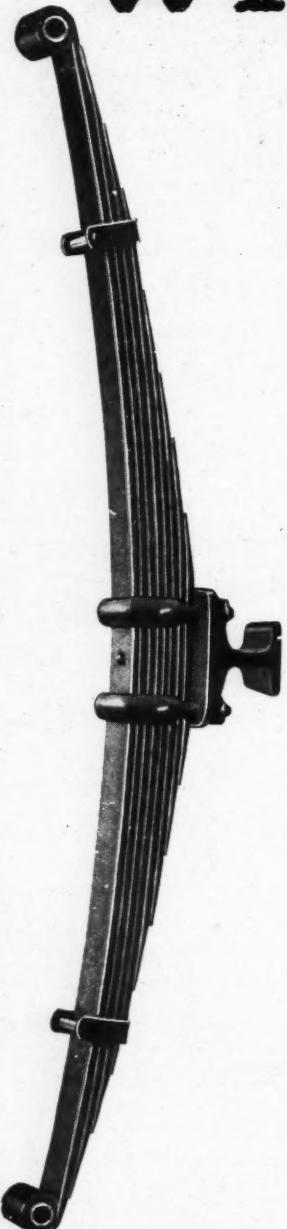
Delivering 20 tons a day is the average day's work for our Acme 2-ton truck. By using a team driver we used to cover only 20 miles a day. Now we are able to make 50 miles with ease. The truck has replaced four horses and all together we figure that we save about \$8.00 a day. We get 11 miles from a gallon of gas and 200 miles from a gallon of oil. A ten dollar bill would cover the expense which we have had up to this date.

We expect to purchase another truck later on, and it will be an Acme. You can refer anybody to us who wants to know about an Acme truck.

Yours very truly, FOLTMAN BROS.

RETURN LOADS WILL CUT YOUR HAULAGE COSTS

Why—



*One reason why you should
use Harvey Springs*

IT'S MONEY in your pocket when you can establish a reputation for rapid and reliable service in your neighborhood.

*Another reason why you should
use Harvey Springs*

The product you use must be of good quality, honestly made.

*Still another reason why you
should use Harvey Springs*

A product that has made a name for itself and has gained the good will of truck owners is much safer to buy.

A product in which the trade leaders place absolute confidence, a product you feel sure of, conduces to ease of mind regarding your equipment.

*And that too is a reason why
you should use Harvey Springs*

Service to truck owners, giving satisfaction to your patrons—that is the ideal combination.

*And that is the final reason why
you should use Harvey Springs*

THERE'S A HARVEY JOBBER NEAR YOU—Write us and we will send you his name and address, and our latest catalog, giving complete specifications of over 900 different styles of Springs.

Write today—you may need Harvey Help tomorrow.

Harvey Spring & Forging Co.

1918 17th Street, Racine, Wisconsin



WEST STREET, NORTH RIVER FRONT, NEW YORK CITY—The 1918 picture indicates how the manufacturer within a radius of fifty miles can save time and labor over his methods of ten years ago, by delivering directly to the pier by motor truck without rehandling. In 1908 he shipped to New York by freight or express over the railroads and his goods were rehandled by horse-drawn wagons from the terminal to the ship.

Goods Must Move On Time

THE RAPID uninterrupted flow of goods from maker to market is essential.

DELAYS ARE COSTLY. A long-wearing tire contributes to the guarantee against delay.

FISK TRUCK TIRES, solid or pneumatic, are *long-wearing*.

CONSTANTLY INCREASING sales prove the confidence of careful buyers.

MADE in all types for every use.

WHEN in need of truck tires—buy Fisk.

FISK TRUCK TIRES

PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS

Sterling HEAVY DUTY TRUCKS

"Let's Talk Sterling"

Every prospective purchaser of heavy duty trucks should read "Let's Talk Sterling"—gives complete facts about Sterling heavy duty trucks with the wood-inlaid frame, of $2\frac{1}{2}$, 3 $\frac{1}{2}$ and 5 ton capacities, worm drive and the Super Sterling for heavy loads and bad roads. Bodies for any requirement.

It goes into more important motor transport details, in a brief, simple way, than any book we have seen. You'll like its practical common sense.

*Write for your
copy of
"Let's Talk Sterling"*

Eleven years' experience has proved that the Sterling wood-inlaid frame means long life to the motor and power plant—minimum idle hours or days for repairing—and most satisfactory constant availability, always on the job, for service.

Our well equipped distributors and service stations in leading cities properly represent factory standards and established service policy.

Sterling Motor Truck Company
Builders of Motor Trucks Exclusively for 11 Years
Milwaukee, Wisconsin



MASSIVE LOADS

For handling massive loads—capacity dead weights that concentrate the strain—MACK tractors, trucks and trailers are supreme.

Built with enduring strength, the MACK stands up where weaker equipment buckles under. For the MACK is built for performance, not for pretense.

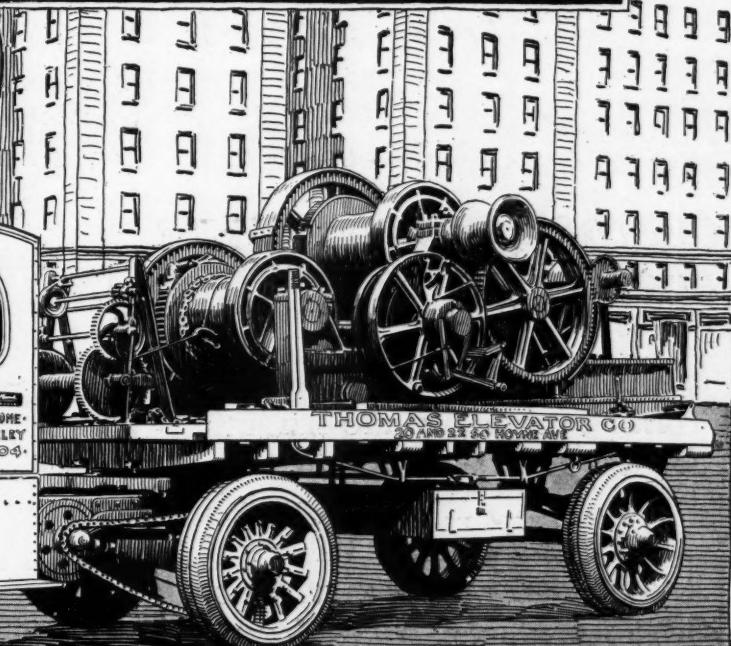
MACK power matches MACK endurance—it brings the load to its destination on time. Upkeep cost is kept satisfactorily low by inbuilt quality.

The Thomas Elevator Company is proving these facts with its MACK equipment. You can prove the same to your own satisfaction.

MACK trucks are built from 1 to 7½ tons capacity; trailers to 15 tons. Special equipment built to order. Full information on request.

INTERNATIONAL MOTOR COMPANY
New York

Mack
TRUCKS



"PERFORMANCE COUNTS"



THE GRAMM-BERNSTEIN MOTOR TRUCK COMPANY
MANUFACTURERS OF HIGH-GRADE, WORM-DRIVE, MOTOR TRUCKS

**GRAMM
BERNSTEIN**

"The Best Heavy Duty Truck on the Market"

That's the verdict of the Beaven-Jackson Lumber & Veneer Company based on their experience with three $3\frac{1}{2}$ Ton Gramm-Bernstein trucks, compared with the showing of other trucks on the same work.

NOTE THEIR SATISFACTION

GRAMM-BERNSTEIN MOTOR TRUCKS

are appreciated most where working conditions are hardest. For it is in such service that the built-in quality and performance of these trucks most quickly and strikingly show. But in all lines, these characteristics mean longer life and lower cost.

ALL AGREEMENTS ARE CONTINGENT UPON SYSTEMATIC ACCEPTANCE, DELIVERY OF CARS AND OTHER DETAILS UNQUOTEABLE OR
REASONABLE. ALL AGREEMENTS ARE SUBJECT TO REVERSE ACCEPTANCE.
ALL PRICES SUBJECT TO CHANGE WITHOUT NOTICE.
JACKSON, ALA., June 7, 1918.

BEAVEN-JACKSON LUMBER & VENEER CO., INC.
VENeer, FRUIT & VEGETABLE PACKAGES OF EVERY DESCRIPTION
FOR PURCHASE DISTILLED WATER

Evergreen, Ala., June 7, 1918.

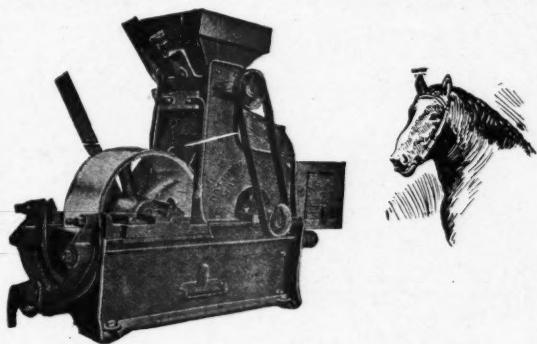
TO WHOM THIS MAY CONCERN:

This is to certify that I have now in operation three, by ten Gramm-Bernstein trucks. My experience in logging with these trucks has proven highly satisfactory in every respect. We find that these trucks do more than we expected them to do, and operating expenses only about one-half as much as it would cost me to log in any other way.

As to the guarantees on this truck, we consider them genuine as this Company has never failed to make any replacements asked of them without any questions. We highly recommend the Gramm-Bernstein Truck to be the best heavy duty truck on the market today, as we have seen others work and find that they cannot compare favorably with the Gramm-Bernstein.

BEAVEN-JACKSON LUMBER & VENEER CO.
J. Jackson, Secy. & Pres.

THE GRAMM-BERNSTEIN MOTOR TRUCK COMPANY, LIMA, OHIO



"Digestion First"

Send for "Digestion First" booklet. A work of art pointing out the road to wealth. Presenting complete records of savings by others and a list of users you know.

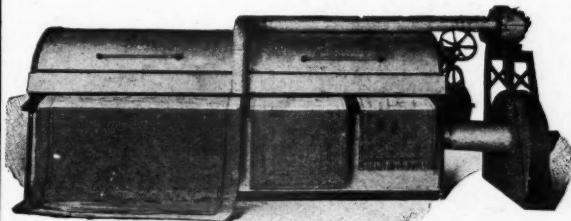
EXCEL MANUFACTURING CO.
POTTERSVILLE, NEW JERSEY

Makers of the National Oat Crusher

Made with motor attached or with pulley for belt driving.

**Because there is
Big Money in It**

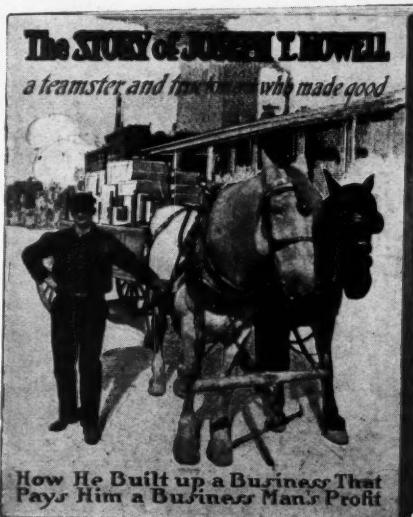
storage and warehouse
companies are installing
this big rug cleaning
machine



The most perfect Rug Cleaner made

The Cleveland Laundry Machinery Mfg. Co.
CLEVELAND, O.

Send For This Book



IT is the true story of how a small trucking business grew to be a big, profitable one—from a horse-drawn wagon to a fleet of three motor trucks.

This book contains very valuable information for the truckman—information that is of vital importance to success.

Send in your request today. The book is absolutely free.

The J. C. Wilson Company
Detroit, Michigan

Trailmobile

Trade-Mark Reg. U. S. Patent Office

Increases Long Haul Profits

The Motorless Motor Truck

Thousands in Use

SIZES

1,250 lbs.
1,500 lbs.
2,000 lbs.
3,000 lbs.
7,000 lbs.
10,000 lbs.

Also semi-trailers

Bodies for every business

Orders filled subject to Government requirements and restrictions.



Contractors to the U. S. Govt.

IN Highway Transportation the use of the Trailmobile reduces cost and increases profit.

One truck and one driver can take twice as big a load. If the load is light and bulky, like furniture, the Trailmobile doubles the load space. If it is heavy and small in bulk the Trailmobile doubles the weight carrying capacity. With it you can use a lighter, faster truck for the long runs.

Speed is almost as great as with the truck alone. Fuel costs average only 10 per cent more; and upkeep cost is increased a negligible amount. The Trailmobile doubles the advantage of inter-city trucking over short haul freight shipment.

The Trailmobile is built like a truck, with truck axles, wheels, bearings and frame. It carries full loads at truck speeds without strain. Tracks perfectly and doesn't sidesway.

Write for booklet, "Economy in Hauling"

The Trailmobile Company
515-535 E. Fifth St. Cincinnati, Ohio

Write for Bulletin No. T42



Better Protection of goods in shipment and storage

The problem of protecting rugs, carpets, draperies, etc., against moths, mice, germs, while in storage or in transit, is solved by the use of

WHITE TAR PAPER

Made in two grades—Pine Tar and Cedar. Pine Tar for ordinary materials; Cedar for the finest fabrics. Put up in rolls of 12 sheets, each sheet 40 x 48, in full size and in continuous rolls 50 yds. to 1,000 yds. Also heavy tar bag paper cut 5 x 7 and packed 100 sheets to the carton.

We sell Naphtaline Moth Balls, Flakes Crystals, Powder and Blocks; Lavender Compound and Cedar Compound in one-pound and two-pound packages, 100-pound boxes and barrels.

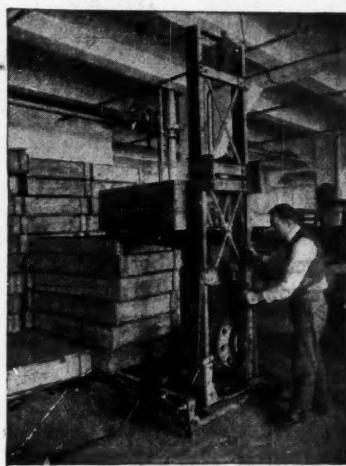
Write today for price list and full information.

THE WHITE TAR COMPANY
CLIFF & JOHN STREETS, NEW YORK, N. Y.



PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS

SAVE 1 TO 4 MEN In Your Warehouse BY USING A REVOLVATOR

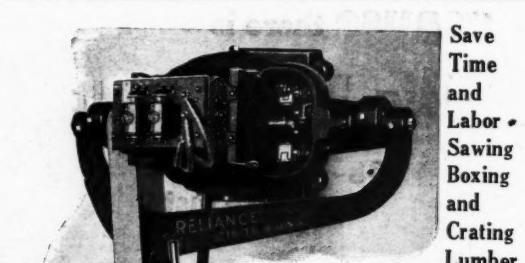


Besides saving labor, the Revolvator saves time and storage space. It permits of piling bales, cases, barrels, rolled products, etc., clear to the ceiling. The Revolvator may also be used for loading trucks or double decking inside freight cars.

REVOLVATOR CO.

389 Garfield Avenue, Jersey City, N. J.

ales Agent for New York Revolving Portable Elevator Company



Save Time and Labor • Sawing Boxing and Crating Lumber

This neat, compact saw can be hung up against any convenient wall or column, thus taking up no valuable floor space.

The Reliance MOTOR DRIVEN Swing Saw

will save the time and energy of hand cutting—do the work much better and faster—and, being self contained, can be placed anywhere, regardless of power supply.

Easily installed by anybody. Direct or alternating motor. Built in three sizes, to accommodate any class of work.

Tell us your requirements and we will submit proposals.

Reno-Kaetker Electric Co.
Gerke Building, Cincinnati, Ohio



"A King's The Thing!"

That is the conclusion of truck users everywhere. Faced by the necessity of getting more work from their trucks, in spite of the growing scarcity of labor, they can meet their problem only by the use of proper trailers.

The King Transport Units, in 95% of lines, will give them exactly what they need, and do it at greatly reduced cost.

Special Bulletins

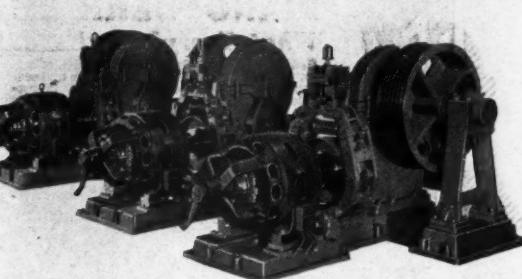
We have issued a series of special bulletins, each dealing with a different make of truck used with King Trailers.

We will gladly send one, if you will tell us what truck you are interested in. They have valuable data that will be of interest to you.

King Trailer Company

2170 Main Street

Ann Arbor, Michigan



UNCLE SAM

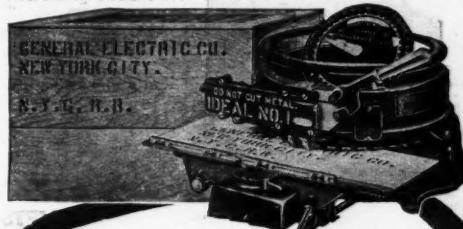
Ordered 5 elevators like this for storage Houses

AT PANAMA

Are they Good Enough for You?

Colley Elevator Co.
CHICAGO

PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS



Safeguard Your Shipments

The day of hand-lettered shipments is past. It was a slow, cumbersome and uncertain system at best. Leading firms in all branches of industry are now marking their shipments boldly, plainly, legibly, with stencils cut on

The IDEAL STENCIL MACHINE

In less than half a minute the Ideal cuts paper stencils of your customer's names and addresses—each stencil marks any number of shipments—every one alike. Stencil-marked shipments not only are sure to go through with promptness and dispatch—but have a clean-cut, businesslike appearance.

Our Free Booklet

On shipping efficiency, "Safeguarding Your Shipments," explains the superiority of the Ideal. This booklet with sample stencils will be sent free on request. Write for it at once.

IDEAL STENCIL MACHINE CO.
31 Ideal Block Belleville, Ill.

Sales offices in principal cities



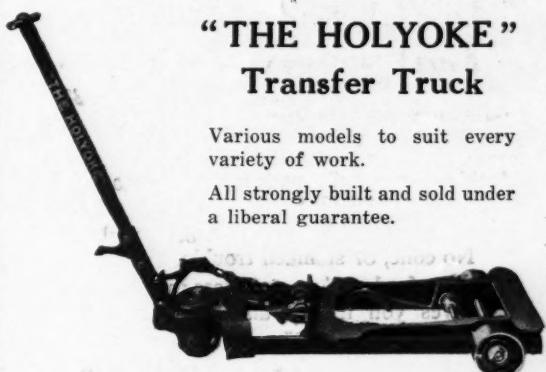
Here's a Recent Case—

A reader of this paper received a consignment of small packages in car lots. They needed prompt handling, and he was short of men. A probable loss was turned into a certain profit by the immediate purchase of

"THE HOLYOKE" Transfer Truck

Various models to suit every variety of work.

All strongly built and sold under a liberal guarantee.

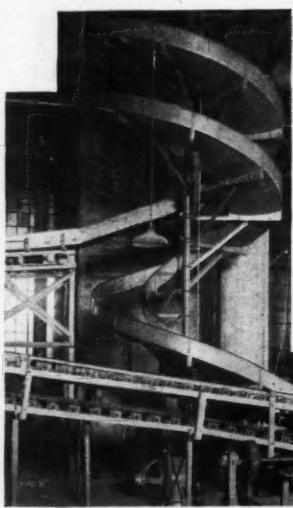


Write for Circular B-1

Holyoke Truck Company
Main Office and Factory
105 Race Street, HOLYOKE, MASS.

Distributors for Metropolitan District:
Young, Corley & Dolan, Inc., 115 Broadway, N. Y. C.
Massachusetts Representative:
H. C. Berry, Watertown, Mass.





**With Help Scarce
AND
Wages High
NOW
Is the Time
when the need
for our
LABOR-SAVING
SPIRAL CHUTES
VERTICAL LIFTS
AND
MERCANDISE
CONVEYORS
is imperative**

Owned by
The Haslett
Warehouse
Co., of San
Francisco,
the develop-
ment of
handling

problems in our own fourteen general merchandise store-
houses has enabled us to give practical advice to ware-
house and terminal concerns. We are at your service.

Through long experience we have learned how to
combine every form of merchandise conveyor so as to
obtain the most practical results.

When no standard form of conveyor is adequate,
we design special machines.

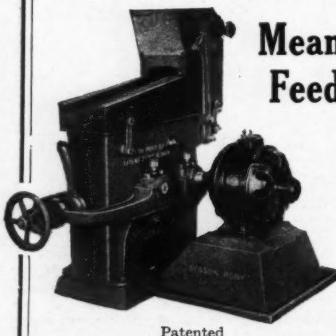
When you want information on conveyors, write us.
We can help you.

The Haslett Spiral Chute Co.

Factory: 20th and Allegheny Ave., Philadelphia, Pa.
Southern Office: 523 Calvert Bldg., Baltimore, Md.

Crushed Oats!

Means Conservation,
Feed Less in Weight



Patented

Machine now built under United States Food
License Loooo86 U. S. A.

1st. Your stock is built up in bone and muscle.
No colic, or stomach trouble.

2nd. You feed 15% to 20% less in weight, which
saves you money and helps your "Uncle
Sam" win the war.

Thousands of users will recommend
Crushed Oats

Write us for further information.

GIBSON OAT CRUSHER CO.

McCormick Bldg.

Eastern Office: 151 East 38th Street, New York City

Chicago, Ill.

Chicago, Ill.

Dr. Pyle's Famous Azoturia Remedy

A remedy put up exclusively
for the treatment of
AZOTURIA in horses, and
used extensively by graduate
veterinaries. Acts directly
on the liver, kidneys
and blood-forming functions.
Assists in calming the
excitable conditions of
the spinal cord, nerves, and
muscles, and restores control
of the hind limbs.



TRADE MARK

Our Guarantee is as Strong as a Government Bond

For Sale at Druggists, Horse Goods Dealers or Direct
Price \$2.00 Per Bottle—\$20.00 Per Dozen

The Dr. Pyle Veterinary Remedy Co., Inc.

New Philadelphia, Ohio, U. S. A.

BREEN'S PIANO DERRICK *What Everybody Needs*

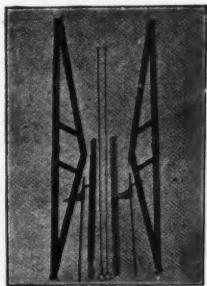
PIANO MOVERS find that the hoisting and lowering of pianos is made easy, safe and economical by the use of this practical, adjustable Window Derrick. Handy to carry, easily put in place by one man, always ready and quickly utilized.

It is a practical, patented invention which has been in use for twelve years and has demonstrated its value beyond question to piano movers to handle. There is also a swing under bar which is placed under outer end of piano and carries it in or out.

Every mover of safes, pianos or heavy merchandise needs Breen's Piano Derrick because it saves the strength of the men, means a tremendous saving of time, and obviates jams and scratches. Several firms have taken out third story window, set the derrick in place, hoisted piano, and replaced window in 25 minutes.

The Derrick Complete \$35.00
Also manufacturers of Belts and Bars to hoist
Pianos and Ropes, Blocks and Piano Covers
Write to-day. Catalogue for the asking.

WM. H. BREEN
219-231 Rutherford Ave., Charlestown, Mass.



**BAR OUT ALL
BOther**
• AND BREAKAGE •

The most dependable defense ever devised against danger or damage is provided in
HIGGINS QUALITY SPRINGS - For Trucks. Guaranteed alike at all points. Made without center bolt or hump. Possess resiliency that protects truck. Study strength that gives honest—SAFEST—most economical service. A statement of your requirements will bring proof that Higgins Springs are most reliable and reasonable in cost.
HIGGINS SPRING & AXLE CO., Dept. 130, RACINE, WIS.
NO BOLT - NO HOLE - NO HUMP - NO JOLT

A TRIUMPH is your
BUCKEY SILL PIANO TRUCK
says an owner of four of them

SELF-LIFTING PIANO TRUCK CO., Findlay, O.

End Truck Covers
Straps

The Sign of Service

**BALL BEARINGS
REMADE**

Immediate Exchange on all types and sizes
Distributors of HESS BRIGHT NEW BEARINGS
Special Bearings to your order

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2636 Michigan Avenue, CHICAGO, ILLINOIS

Atlanta	BRANCHES	Cleveland
Los Angeles	Boston	New York
Portland, Ore.	Minneapolis	St. Louis
Detroit	San Francisco	Philadelphia

In a Single Day
we received annual subscriptions to
"TRANSFER & STORAGE"
from the traffic managers of
Montgomery, Ward & Co.
Federal Sugar Refining Co.
Fels Naphtha Soap

This high class of readers proves the excellence of the publication.

A Quicker Handling Method

Present high wages can be met successfully only with greater production by fewer men. The Economy system of storage and handling makes that result possible. It enables one man to do the work of three to six—and some things that a dozen men can not do.

ECONOMY TIERING MACHINE
Brings Highest Space Into Reach

One man with an Economy Tiering Machine can pile boxes, barrels, crates, bags or bales to the very ceiling. He can pile them right up flush with an aisle scarcely wider than the machine or the package. Every cubic foot of storage space thus becomes available. The higher the pile or the heavier the package, the less confusion and hindrance—for one man is equal to many. Made in sizes to fit all needs, the Economy has an important place in every industry—large or small.

Write for Nine Overwhelming Features

ECONOMY ENGINEERING CO.
408 S. Washtenaw Ave., Chicago, Ill.
New York Office, 85-b Murray St.
San Francisco Office,
823-b Monadnock Bldg.

USED as a part of the Economy system of storage and handling of barrels and drums are

ECONOMY Steel Barrel Racks
These permit safer storage, facilitate access to inventory or removal of individual packages, and increase the capacity of floor space.

**"Dependable"
Just Describes**

Capewell horse nails. For nearly 40 years they have been used by the most expert shoers of the country. Be sure that they are used on your horses.

Surest nail to hold, safest nail to drive. Save time and needless expense by insisting upon the use of Capewell nails. Not cheapest, regardless of quality, but the world's best at a fair price.

The Capewell Horse Nail Co.
Hartford, Conn.
Leading Horse Nail Makers of the World

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THE Autohorse
MFD. BY ONE-WHEEL TRUCK CO.

The economical method of hauling
Capacity 2 to 5 tons

Manufactured by

ONE-WHEEL TRUCK COMPANY
ST. LOUIS, MISSOURI

Last Call—

Have you filled out your questionnaire
for the FREE listing of your company in

The Transfer & Storage Directory

On account of the government's desire to conserve paper, there will be no edition of this directory in 1920, so that the forthcoming issue will be current for *at least two years*

Have you ordered
an Advertisement
in this widely used shippers' reference?

Two Years' Effectiveness for the one-year price and a pre-war price at that
Full page 6½ x 4 inches, \$25. Half page 4 x 3¼ inches, \$15

Write us which sized space you want
and tell us what you want to say in it

You may not need advertising now but you probably
will within the two years

TRANSFER & STORAGE PUBLISHING CORP.

U. P. C. BUILDING,
239 W. 39TH STREET

NEW YORK



If you don't find what you want here, your advertisement here will find it for you.

This Exchange section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All advertisements in this section will be accepted at a flat rate of three cents per word for each insertion.

AUTOMOBILE PARTS—We have sold our Packard Motor Trucks, Model T.C., and will sell the parts which we had on hand for these trucks at a very low price. Crank case with cams and crank shaft. Front and rear axle. Differential gear with jack shaft. Differential housing. Four new drive sprockets. Front and rear spring. Gas tank. Muffler. Spring hangers. Two front wheels. Two rear wheels. We also will sell an almost complete motor taken out of a 3½-ton Kelly-Springfield truck. This motor is complete with exception of crank shaft and crank case. We were compelled to substitute another motor, as we could not get the parts necessary without unreasonable delay. If interested, write us, as we will sell at less than one-half price. Winkler's Storage Warehouse, Far Rockaway, N. Y.

WANTED—Will buy old furniture in mahogany, rosewood, etc., paintings, arms, china. Spot cash. Bank references. Oskar Korthals, 464 Jefferson Avenue, Milwaukee, Wis.

FOR SALE—One windlass or machine wagon, 5-ton capacity. One auto truck, 2½-ton capacity, fitted with body for long-distance moving. Also one self-lifting piano truck. The foregoing are second hand, but all good as new. Prices quoted on application to Fairfield Trucking Co., Prop. Edward Fairfield, 824 Bell Avenue, Fort Wayne, Ind.

PARTNER WANTED.—By owner of a furniture storage and transfer business. Equipment complete with buildings and new trucks. Now managed by owner with hired help. Full particulars on application. Apply Box 172, care Transfer & Storage, 239 West 39th Street, New York City.

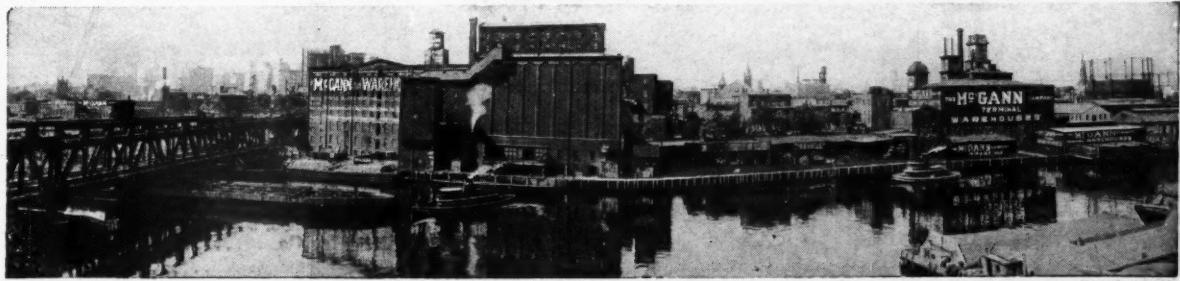
FOREMAN PACKER—Must be a thoroughly experienced man in furniture crating and china packing and capable of assuming full charge of packing department. Steady position and advancement for an efficient and willing worker. State experience and salary desired. Apply Box No. 173, Transfer & Storage, 239 West 39th Street, New York City.

FOR SALE—25 platform stake wagons, 20 box bed baggage wagons and 50 sets harness. Size stake wagons: 5½ ft. wide, 15 ft. long, 5½ ft. stakes; 7½ ft. wide, 16 ft. long, 6 ft. stakes; 8 ft. wide, 18 ft. long, 6 ft. stakes. Address Box 163, care Transfer & Storage, 239 West 39th Street, New York City.

WE WANT TO SPEND \$25,000 CASH for unclaimed merchandise left in storage. We will buy for spot cash. Novelties of all kinds, household specialties, toys, knick-knacks, books, post cards, jewelry, pictures, patented articles, "fool" inventions. Anything of which there is a large quantity. Send sample and say how many you have. Our spot cash offer by return. Address Box 169, Transfer & Storage, 239 West 39th Street, New York City.

FOR SALE.—Good transfer and storage business; one-ton and two-ton truck and good garage and nine-room house on grounds; two brick warehouses, brick and mill construction, 27,000 ft. of floor space, equipped with automatic sprinklers; now managed by the owner, who wants to retire; will sell half or whole thing at less than it cost 10 years ago; this is in a good growing Southern city. Apply Box 170, Transfer & Storage, 239 West 39th Street, New York City.

THE LARGEST WAREHOUSING AND TRUCKING ORGANIZATION IN THE STATE THE McGANN COMPANY GENERAL OFFICE, 100 FRONT ST. NEWARK, N. J.



LIGHTERAGE, RIGGING, WEIGHING
PRIVATE R. R. SIDING

TWENTY BUILDINGS—GENERAL RIVER VIEW SHOWING BUILDINGS NOS. 1, 3, 4, 5
Official Transfer Agents—Warehousemen for Erie, Lackawanna, Lehigh Valley, Pennsylvania and Greenwood Lake Railroads

DISTRIBUTION, TRUCKING,
WAREHOUSING, PRIVATE DOCKS

PLEASE MENTION TRANSFER & STORAGE WHEN WRITING TO ADVERTISERS

KISSEL TRUCKS

**"First in War—
First in Peace"**

JUST as Kissel Trucks were first in meeting the wartime demands made upon industrial America, so they are first in solving the extraordinary problem of peace times.

It is in meeting transfer and storage increased haulage demands, that Kissel Trucks give evidence of their real superiority.

The sound Kissel construction features, including the ALL-YEAR Cab that insures continuous use of Kissel Trucks throughout the winter months, will enable you to set a transportation pace from now on.

If you have been disappointed in being unable to buy Kissel Trucks for some time past — see your nearest Kissel dealer today for earliest delivery.

Kissel Motor Car Co.
Hartford, Wis., U. S. A.



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Winter Hauling Demands Strong Engines

The power to pull the load depends upon your cylinders and pistons. If they are worn and you lose compression, pump oil, and have fouled spark plugs and dirty valves make them as good as new by having us

**Regrind the Cylinders
Fit New Pistons, Rings
and Pins**

Butler Mfg. Co.

Treatment

Regrinding the
Cylinders, Fit-
ting New Pis-
tons, Rings and
Pins



Your
Protection

Standardized
Work and
Prices

1131 East Georgia Street
Indianapolis, Ind.



What Republic Trucks did for this Transfer Company

A remarkable example of the savings and extra profits that Republic Trucks make possible for transfer and storage firms is that of the Idaho Falls Transfer & Storage Company.

On Aug. 4, 1916, this company purchased a Republic Truck. This truck proved so dependable, so economical and so profitable through the extra business it brought that on Jan. 2, 1917, a second Republic Truck was purchased.

These two Republics proved conclusively their superiority over horse-drawn vehicles, and within a year the Idaho Falls Transfer & Storage Company disposed of all their horses and bought four more Republic Trucks.

Before equipping with Republic Trucks this firm used more than thirty teams. Yet now with but six Republic Trucks they are doing considerably more business than at any time formerly, doing it at a lower cost and giving superior service to their customers.

Idaho Falls and its surrounding territory have a very heavy snowfall, a long winter season and roads that are far from ideal, but the six Republics have proved more than equal to every emergency.

Republic Trucks are built by truck specialists who build nothing but trucks and know how to build them to meet the most exacting haulage conditions.

More than 1300 Republic Service Stations, distributed all over the United States, back up Republic Quality in a thoroughly effective way.

There is a Republic for every hauling need. Let the Republic dealer help you select the ones best adapted to your requirements.

REPUBLIC MOTOR TRUCK CO., Inc.
ALMA, MICHIGAN



The Internal Gear Drive, used in all Republics, delivers 92% of the motor power to the wheels. We know of no other type of drive that delivers as much.

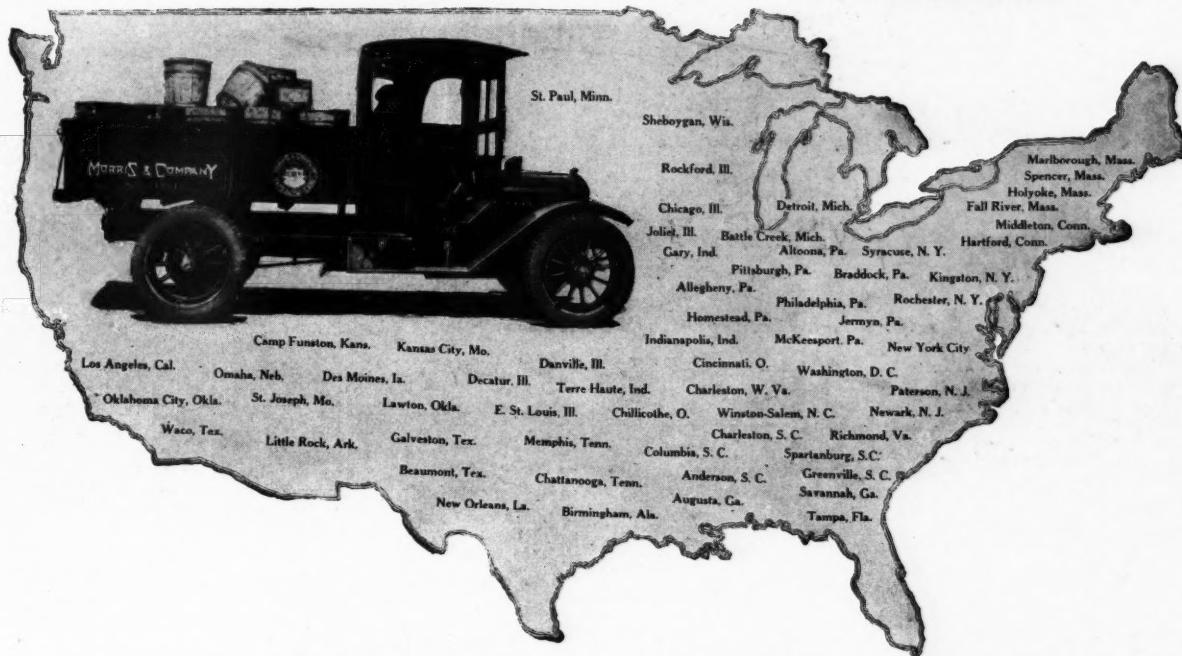
REPUBLIC

Internal Gear Drive

MOTOR TRUCKS

Built by the Largest Manufacturers of Motor Trucks in the World

All over the United States
MORRIS & COMPANY are using



From Chicago, Where Morris & Company Put Their First GMC Trucks in Operation in 1915, The Morris & Company Fleet Has Spread to 63 American Cities

Nothing short of the very best in motor truck equipment is good enough to deliver Morris & Company's "Supreme" Hams and Bacon.

"We bought our first GMC trucks in 1915. That they have given splendid satisfaction is proven by the fact that we have bought, and are buying, them continuously."

The GMC three-quarter ton model was picked as it stood after rigid elimination tests and adopted by the United States Government as standard for all war uses involving a three-quarter ton chassis.

*Morris & Company
H. M. Morris & Co., Inc.*
General Manager

GENERAL MOTORS TRUCK COMPANY

One of the units of the General Motors Corporation

Pontiac, Michigan

Branches and Distributors in Principal Cities

(425)

GMC TRUCKS

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The WHITE Heavy Duty Truck

with DOUBLE REDUCTION Gear Drive

Having all the leverage and flexibility of a chain and sprocket and the frictionless driving contact of gears which *roll* in oil, dust proof

*Light Unsprung Weight · More Road Clearance
Narrow Tread · High Leverage*



THE WHITE COMPANY

Cleveland

